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No. 34,122 46/92

Iran Devours Technology As Washington and Allies Differ on Export Controls

U.S. Opposes Sales That Aid Armaments

By R. Jeffrey Smith Washington Post Service WASHINGTON — Concerned about Iran's military buildup, the Bush administration has begun a diplomatic campaign to stop Western nations and others from selling militarily-useful technology to Iran.

By Steve Coll Washington Post Service LONDON — State-of-the-art technologies are pouring into Iran as European, Asian and U.S. companies rush to profit from Tehran's attempt to infuse its Islamic revolution with modern science and to rehabilitate the economy.



As Another Cease-Fire Begins, Sarajevo Residents Flee A Sarajevo father, hands on window, bidding farewell to his wife and son as they left the Bosnian capital Tuesday for a Croatian haven.

A Chance to Quiet Guns of Trade War

Farm Deal Within Reach

By Tom Redburn International Herald Tribune PARIS — The possibility of a deal to curb farm subsidies is tantalizingly within reach despite the volley of charges and countercharges being exchanged between the United States and Europe as they edge closer each day to trade war.

'Hostage' Burgundy Waits

By William Drozdiak Washington Post Service MEURSAULT, France — The gentle slopes of the Côte d'Or that tumble south from this austere Burgundy village form such a sacred part of French culture that the 19th-century writer Alexandre Dumas said its white wine should be drunk "on one's knees, with head covered."

Major Orders Probe of Sale Of Military Gear to Iraq

He Tries to Blunt Critics Who Assert Government Aided Saddam's War By William E. Schmidt New York Times Service LONDON — Prime Minister John Major ordered a full and independent judicial inquiry on Tuesday into the sale of arms-making equipment to Iraq, amid allegations of government complicity in helping British companies arm Baghdad in the period before the Gulf War.

Bush Fires Official Who Led Clinton Passport Search

WASHINGTON — President George Bush dismissed the State Department official Tuesday who headed the pre-election search of Bill Clinton's passport and citizenship files.

State Department inspector-general completes an investigation report soon. Mr. Boucher declined to comment on whether Mr. Bush's action was related to new revelations suggesting that State Department officials also examined the passport records of Ross Perot, the independent presidential candidate.

gram Support and a deputy to Ms. Tamposi, and by two unidentified State Department officials. The spokesman for President-elect Clinton, George Stephanopoulos, said in Little Rock, Arkansas, that Mr. Bush had taken a "good step" by dismissing Ms. Tamposi.



SLICE OF LIFE — Workers in Thaisi, Georgia, loading bread on a jettison for a flight to Sukhumi, where Georgian troops are battling Abkhazi rebels. In Chechnia, an emergency was declared after Russian troops massed on the border. Page 7.

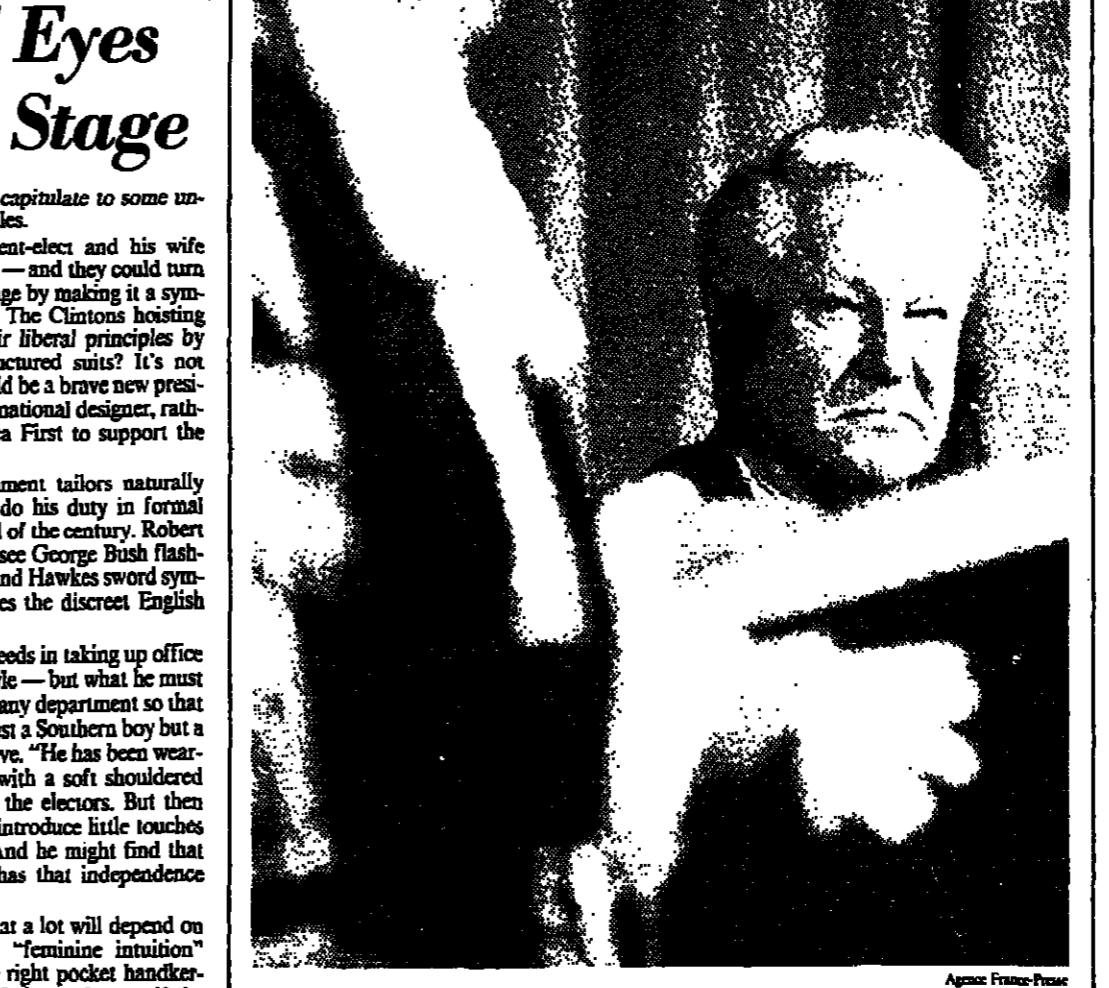
New York's Chief Judge Quits in Blackmail Scandal

Judge Sol Wachtler, the chief judge in New York state, resigned Tuesday after a federal court placed him under house arrest amid charges that he had blackmailed a woman with whom he had had an affair.

Table with financial data: Dow Jones Down 15.40, Trib Index Up 0.41%, The Dollar, etc.

Fashion World Is All Eyes As Clintons Take the Stage

By Suzy Menkes International Herald Tribune LONDON — Can Bill and Hillary Clinton rebuild a fashion Camelot? A new generation and a forceful presidential partnership suggests that for the first time since the Kennedy era 30 years ago, America might have a style lead from the White House.



LORDLY WELCOME — Boris N. Yeltsin listening to Lord Mackay before addressing the combined House of Lords and House of Commons in London. Mr. Yeltsin said he expected rivals at home to carry out an attack on his reforms. Page 7.

VOTE '92 / STRUGGLES IN BUSH'S ARMY

★ TRANSITION NOTES ★

They May Be Out of Work, but the Pay is Good

WASHINGTON — Looking at the bright side, President George Bush and the many incumbent members of Congress leaving office in January — voluntarily or otherwise — can think about the generous pensions they will start receiving, most of them from their former constituents, the taxpayers.

A study by the National Taxpayers Union estimates Mr. Bush will qualify for a \$148,402 presidential pension. Three retiring representatives will begin drawing annual pensions of about \$93,500 next year. They are Charles E. Bennett, Democrat of Florida; William S. Broomfield, Republican of Michigan; and Dante B. Fascell, Democrat of Florida.

The most recent congressional pay raise, which increased salaries to \$125,100, from \$89,500, included a cost-of-living clause that gives members automatic raises each year. The pensions also have cost-of-living adjustments.

The scandalous thing about the last pay raise is that they gave themselves a 40 percent raise knowing there would be huge turnover with redistricting this year, said David Keating, the Taxpayers Union executive vice president. "Now we're paying 30 percent higher pensions for life."

The federal inflation increases mean that at least one retired president and many members of Congress are making more now than they did while in public service.

The Taxpayers Union estimates that former President Gerald R. Ford, for example, is receiving more than \$228,000 this year in pensions from his brief tenure in the White House and his many years in the House.

The former House speaker, Carl Albert, Democrat of Oklahoma, received \$117,630 this year, and has drawn \$1.4 million since he retired in 1977, when his pay was \$44,600, according to Taxpayers Union figures. Former Senator Albert Gore Sr., Democrat of Tennessee, father of the vice president-elect, has collected more than \$2 million so far. (WFP)

Bush, Exiting, to Submit Bare-Bones Budget

WASHINGTON — In a departure from recent outgoing presidents, President George Bush will submit a bare-bones federal budget in January that will seek no new tax or spending changes, administration and congressional officials said Tuesday.

The unusually brief document will summarize what fiscal policy has looked like during the Bush administration and project what the 1994 budget would look like without any of the changes President-elect Bill Clinton is likely to make. Fiscal 1994 begins Oct. 1.

"There's just no reason to make a political statement," said an aide in the White House Office of Management and Budget. "We've basically decided to put the numbers together and tee the ball up for Clinton."

Despite the disclaimer, the document may in fact be political. By laying out his final measurement of how the economy is performing and how it is affecting federal tax collections and spending, Mr. Bush will be establishing a benchmark to which Mr. Clinton's later spending blueprint can be compared. The White House is "hoping to box Clinton in so he can't play games," said a lobbyist who has talked with budget office officials.

When Presidents Ronald Reagan, Jimmy Carter, and Gerald Ford left office, all submitted lengthy budgets that included proposals to make changes in tax and spending policies. (AP)

Quote/Unquote

Jack Steel, a friend of President George Bush and his wife, Barbara, who has been asked to do some house-hunting for them in their adopted city, Houston: "The thing that pleases me about this is that so many people and the media always said, 'They're not really Texans, and they won't go back to Texas.' I guess this shows 'em." (AP)

Away From Politics

- Attorneys for 149 Avianca passengers killed or injured when a Boeing 707 Avianca airliner crashed in New York in January 1990 have attributed the accident to air traffic controllers who neglected to give the pilots priority for landing. The crash killed 73 people and injured scores of others. The jet was bound from Colombia to Kennedy International Airport, but was delayed by bad weather in New York and crashed after running out of fuel.
- In a pioneering operation performed in part by a robot, a 64-year-old man was in stable condition after having his hip replaced. The Sutter General Hospital in Sacramento, California, gave the details of an operation in which a robot played an active part for the first time in U.S. medical history.
- A cheaper and more efficient light bulb touted by General Electric Co. is indeed cheaper and more efficient — and dimmer. GE has settled charges filed with the Federal Trade Commission that accused the company of misleading customers by claiming that its Energy Choice incandescent bulbs generated the same amount of light as ordinary, higher-wattage bulbs. In fact, the commission said, the Energy Choice bulbs have a lower wattage. They use less electricity and, hence, are not as bright.
- Two Russian cosmonauts training for a U.S. space shuttle mission said they were finding that the U.S. and Russian space programs have much in common. "It's too early to say anything definite about our future life and training in the United States," Sergei Krikalev, 34, said through a translator, "but we can already say that there is something different and a lot in common." Mr. Krikalev and Vladimir Titov, 45, went to Houston last week for intensive training.
- A school bus driver fired for hitting a fellow driver with a snowball lost his appeal before the Minnesota Court of Appeals, which ruled that he was guilty of misconduct. The 2-to-1 ruling means that Steve Wilson of St. Paul is not entitled to receive unemployment benefits. He was fired after the Nov. 13, 1991, incident in which he hit another driver, Dennis Miller, through an open bus window. Mr. Miller went home with a headache and a substitute driver was called to handle his route. (AP, Reuters, UPI)

Clinton Talks With Mitterrand, but Not About Trade Feud

LITTLE ROCK, Arkansas — President-elect Bill Clinton spoke by telephone on Tuesday with four more foreign leaders, including his first contact with President François Mitterrand of France since his election victory a week ago, before returning his attention to transition planning.

Mr. Clinton spoke with Mr. Mitterrand as well as President Hosni Mubarak of Egypt, King Fahd of Saudi Arabia and Prime Minister Constantine Mitsotakis of Greece, according to the Clinton spokesman, George Stephanopoulos.

Mr. Stephanopoulos said that Mr. Clinton had "reaffirmed his commitment to the long-standing relationship between the United States and France."

In a brief telephone conversation, the two leaders discussed "European security, NATO and the European Community," he added. The looming trade war between the United States and the European Community was not mentioned in their conversation, he said.

In his other phone conversations with foreign leaders, Mr. Clinton commended Mr. Mubarak for his work on the Mideast peace process and told King Fahd that he was committed to the security of the Gulf, Mr. Stephanopoulos said.

In all the conversations, he said, Mr. Clinton re-

mindful the leaders that President George Bush would be president for two more months and asked them to cooperate with the outgoing president.

The president-elect conferred on Tuesday afternoon with his transition team on policy and personnel decisions. Aides had said that Mr. Clinton hoped to fill the most important cabinet posts by the Thanksgiving holiday on Nov. 26. But now some are trying to dampen expectations of quick appointments.

The head of the day-to-day transition activities, Warren M. Christopher, said the first appointments might not be announced until after Thanksgiving.

Historically, he said, new administrations do not fill key posts until December.

Mr. Stephanopoulos said it was possible that Mr. Clinton would go to Washington to talk with Mr. Bush as early as next week.

Mr. Clinton has promised to appoint his economic team first. He also plans to hold an economic "summit meeting" in Little Rock, Arkansas, to review the economy's problems and his options.

The meeting also is aimed at rallying the American public behind whatever economic plan Mr. Clinton comes up with before he takes it to Congress, a senior aide said. (AP, Reuters)



Ben Nighthorse Campbell, the first American Indian elected to the U.S. Senate, with Carol Moseley Braun, the first black woman to win a Senate seat, at orientation for new members in Washington.

Congress's New Blacks: Savvy to Politics

By Ronald Smothers
New York Times Service

ATLANTA — All but one of the 16 new black members of Congress brings a wealth of political or legislative experience to his or her job, a development that many say will mean a significant qualitative difference in Congress as well as a record number of black voices.

Of the 16 new members, 13 are from largely black districts that were created through reapportionment. Three others are replacing retiring or defeated black incumbents. The net increase in the number of black members is 13, the largest single increase in black members since Reconstruction.

For some, the term freshman will seem strange indeed, since they will be giving up senior committee posts in their state legislatures when they move to Washington.

From the youngest, 29-year-old Cleo Fields, who served as chairman of the committee that passes on all major state appointments in Louisiana, to 66-year-old Carrie Meek, who was chairman of a major appropriations subcommittee in the Florida State Senate, the move will mean a big change in the prerogatives of office.

Only 11 of the current 26 black members of Congress entered office with elective experience, according to a spokesman for the Congressional Caucus for Women's Issues, Representative John Lewis, a Democrat who has been a member from Georgia since 1987, said. "They aren't newcomers to the job like a lot of us were. They have command of issues and will be able to hit the ground running."

There will be a total of 39 blacks in the House. David Bostis, a senior research associate at the Joint Center for Political and Economic Studies in Washington, a political research organization specializing in black issues, said that in addition to the political savvy that

know-how and savvy," said Mel Watt, who will represent North Carolina's 12th Congressional District, in addition to having served one two-year term in the state Senate. Mr. Watt ran the political campaigns of several others in the state.

In all, the group exhibits a confidence perhaps best typified by Earl F. Hilliard, 50, a former state senator who represents Alabama's mostly agricultural black areas as well as much of its largest city, Birmingham. He said that as an 18-year veteran of the Alabama Senate, "it won't take me long to adapt

because I won't be wide-eyed and mystified."

He said perhaps the most overriding concern of the new members would be to get something done quickly about things like cuts in military spending and foreign aid — and therein may lie the chance for conflict with the congressional leadership carried over from what President George described as the "gridlock Congress."

"We don't want to be seen by the people back home as being part of the problems that we were elected to solve," Mr. Hilliard said.

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First Day in the Senate: 'It's Kind of Humbling'

By Clifford Krauss
New York Times Service

WASHINGTON — They were elected to conquer the Senate, 11 newcomers, several of whom campaigned to do away with the Senate's clubbish ways and pork-barrel politics.

But after their first orientation day filled with crowded press conferences, blinding television lights and long lectures about rules, ethics and doorknob etiquette, some of the newcomers appeared, at least for the moment, awe-struck.

"It's pretty momentous, it's kind of humbling," said Barbara Boxer, one of the two Democratic women from California who were elected last week.

The newcomers said the closed-door meetings with the chamber's leaders, the Capitol architect, the Capitol physician, the Senate chaplain, the parliamentarian and others produced little more than courteous introductions and some technical advice.

The Democrats expressed the most enthusiasm for a short visit by Vice President-elect Al Gore, now a senator from Tennessee, who told them that together they would take the United States on a "new adventure."

The new Republican members found Mr. Gore's words less than uplifting.

"He said, 'Hello, how are you,'" said Governor Judd Alan Gregg, the Republican senator-elect from New Hampshire.

Both Republicans and Democrats said the most helpful presentation was offered by Senator Alan K. Simpson of Wyoming, the minority whip, who gave advice about how to assemble a staff.

Mr. Simpson later said he warned the newcomers: "Watch out for the inflated resumes. You'll get people with degrees from the Sorbonne who claim they speak 16 languages."

The first day offered evidence that this freshman class would add a few new flavors to the pot.

Senator-elect Ben Nighthorse Campbell of Colorado, the first American Indian elected to the Senate, came to work with his hair in a pony tail, lizard-skin cowboy boots on his feet and a kerchief around his neck.

Senator-elect Dianne Feinstein, the other Democratic woman from California, who was searching for a woman's room near the Senate chamber, needed to be escorted by a doorman to one on the third floor.

Senate aides told the four new women elected to the Senate that a more convenient rest room was being built for them.

The newcomers got away with easy questions from the press.

One exception came when a reporter challenged Russell D. Feingold to prove that Elvis Presley really supported him as Mr. Feingold claimed in humorous television commercials.

"Well, he never said otherwise," said the Wisconsin Democrat of the late singer.

"I think Mr. Presley, to the extent he's involved in politics, stayed with us to the very end."

The reporter followed up: "Well, do you think he's here now?"

Not missing a beat, Mr. Feingold said, "Well, Governor Clinton told me he was."

FASHION: Can the Clintons Bring Back That Brief American Camelot?

(Continued from page 1)

chief if asked. A lot has happened to fashion, to women and the United States in the 30 years since Jackie Kennedy made the Old Camellia pillow her trademark, while her husband angered American haters by refusing to wear one.

For understated style with international clout, Giorgio Armani is fashion's undisputed fashion leader.

"I think it is unlikely that President Clinton would wear European design, because he has to represent his country and the industry," Armani's Gabriella Forte said from Milan.

Mrs. Clinton, however, will need the battle dress of a working wardrobe.

"You are not going to find her in a printed silk afternoon dress, that's for sure," says Gabriella Forte. "Nor with a brooch all over the place, nor in Lacroix earrings. It won't fit her style of life. But she has already changed her style. She's wearing suits with little scarves, and colors. And she has cut her hair to her chin so that she doesn't look like a Palm Jane."

"Anyone who is anyone in America wears a Turnbull and Asser shirt and in Washington it's de rigueur," says Michael Cole from the chairman's office at Harrisrod, whose boss, Mohamed Al. Fayed, whose boss happens to own the Jenny Street shirtmaker, President Ronald Reagan at least had the class to leave the hospital after surgery in a T & A red cashmere cardigan.

"We hope Clinton has more style than his Southern predecessor," says Mr. Cole, referring to Jimmy Carter who had a penchant for peasant-farmer checked shirts. "The signs are good. Clinton dresses for Middle America in Oxford cotton shirts and conservative ties with a small pattern. Apparently he doesn't want a buttoned-down East Coast preppy look, but we noted that although his tie may have been loosened he never took it off. In fact, what he may need is shirts that fit well at the neck."

But maybe Mr. Clinton could make just one simple move to represent a leaner, fitter America to the world. International sartorial experts are agreed that all the president-elect really needs to beef up his fashion image, is to lose weight as fast as he gained votes.

ARCHAEOLOGICAL TREASURES SEND THEIR MESSAGE OF GREEK MACEDONIA

It is true that when ordinary people refer to Greek antiquity, they usually have in mind ancient cities that had played an important role in the growth of civilization from prehistoric times to the classical period. Among them, Athens, Thebes, Corinth, Sparta, Olympia and other city-states of the southern part of Greece, the Aegean islands, Crete, Cyprus, west Asia Minor and even south of Italy, the very well known "Magna Graecia" are among the prevailing ones.

On the contrary, Macedonia's history comes into existence since the glorious reign of King Philip, his son Alexander the Great, and his generals who ruled over the remnants of the late Persian empire, creating the very well known and so important Greek centers of civilization of Alexandria, Pergamos, Antioch of Mesopotamia. Nevertheless, Macedonia's previous history remains quite obscure to common people.

However, archaeological excavations during the last twenty years bring to light hundreds of ancient Greek cities, temples, palaces, theaters and tombs, one of which is the famous tomb of King Philip, and treasures of an exquisite workmanship and design. Chronologically, they cover the most important periods of the Greek history from the Minoan age up to the classical times. Their number increases in such a manner, that in the years to come, they will very probably exceed those of the southern part of the country, which was wrongly considered to constitute the main body of Greek antiquity. Therefore, when talking of ancient Greece, one must have in mind its northern part as well, i.e. Macedonia.



The bronze crater of Derveni

Amongst the most important finds are the bronze crater and several other bronze vases with an attractive golden appearance. They were discovered near Thessaloniki, capital of Macedonia in 1969. They are ascribed to the 4th century B.C., a period during which metal working technique in Greece had reached an amazingly high standard of perfection.

The large crater, a unique masterpiece of ancient Greek art and technology, has a height 90 cm. and an approximate mass of 40 kg. The base, the four statuettes, which lie on the crater's shoulder, and the two heavy handles are cast, while the whole main body with the fine relief decorations is forged.

Its golden colour, which led archaeologists to believe that it was gold plated, is due to an unusual high tin content (15%). It is surprising how ancient Greeks had shaped a so hard copper-tin alloy into such a large vase and, what is more, they had decorated its main body with high relief decorations.

On the other hand, X-ray investigation led to the unexpected conclusion that this huge crater was from bottom to the middle of its neck a one piece vase. At this point exists the sole welding zone between the main body and the upper part of the crater. Just above the welding point some small in size wild animals seem to walk on an irregular ground. In this way, the artist has, actually, succeeded in hiding the rather rough welding.

Macro and micro examination and experimental work showed that the crater would have been produced by forging, while the smaller bronze vases either by forging, or on the lathe or, finally by a

combination of both of them. In fact, some of the small vases possess signs of spinning on the lathe.

Anyway, the above study has largely contributed in assessing the achievements realized by ancient Greeks in Macedonia during the 4th century B.C., and has led to the conclusion that throughout this period Greek art and technology had, actually, reached a climax of perfection; and, what is more, Macedonia the new Greek super power that has succeeded Athens after its decline constituted part of the ancient Greek world and a continuation of its civilization.

Prof. Dr. George J. Varoufakis
Head of the Research and Quality Control Department of HALYVOURGIKI INC.

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Clinton's Security Agenda

High-tech weapons proliferate. Dictators flout international law and opinion. And ethnic strife sunders a galaxy of post-Communist states...

Bonn's Symbols Fall Short

The German government has declared beforehand that Sunday's anti-racism rally in Berlin would serve to symbolize the country's commitment to tolerance and democracy...

A Strong UN in Cambodia

From the beginning, there were great risks in trying to bring the Khmer Rouge, Cambodia's agents of death, into a United Nations peace agreement...

Other Comment

France's Muscle-Flexing In one sense, it is unimportant whether the dispute between the United States and the European Community over agriculture...



Meanwhile, back in the rest of the world...

A First Clinton Challenge: Ukraine's Nuclear Game

MONTEREY, California — The Clinton administration's first major foreign-policy challenge could come in Ukraine, where the parliament is likely to reject the Nuclear Nonproliferation Treaty this winter...

Truman's Advice on Water in the Desert Still Holds

NICOSIA — Water, said Antoine de Saint-Exupéry, the French poet-aviator, is more than just a substance important to life: it is life itself...

The Mideast Moon Keeps Getting Closer

NEW YORK — In the icy days of Polish communism, an editor in Warsaw slipped past the censors a little drawing that told exactly what Poles felt about their rulers and their Soviet and German neighbors...

We Witness The Killing Of a People

By Anthony Lewis NEW YORK — "If you actually see the brutality that is going on," Ted Forstmann said — "children's throats slit..."

IN OUR PAGES: 100, 75 AND 50 YEARS AGO

1892: Belgian Suffrage BRUSSELS — The Radicals are preparing a demonstration for Universal Suffrage on the King's fête...

1942: Wider Occupation LONDON — [From our New York edition:] Paris radio announced today [Nov. 11] that Führer Adolf Hitler had ordered the German Army to march through unoccupied France...

1917: Kerensky Counters HAPARANDA — M. Kerensky is said to have 200,000 men at his disposal all entirely devoted to him and the Government...

INTERNATIONAL HERALD TRIBUNE KATHARINE GRAHAM, ARTHUR OCHS SULZBERGER Co-Chairman L.H. W. HUEBNER, Publisher JOHN VINOUCR, Executive Editor... 1992 International Herald Tribune. All rights reserved. ISSN: 0244-9002

OPINION

When Environmentalism Jibes With Economics

By Jessica Mathews

WASHINGTON — For 25 years, most environmental progress in America has been made through legislation and in court. Much of great value has been achieved. But from the first day of congressional hearings to the last day of the final legal appeal, the adversarial process forces business and environmentalists to assume the worst about each other.

There are other costs. The legislation-regulation-litigation sequence is painfully slow. Major new laws may take a

Environmentalists and industry in the United States have recently been looking for alternatives to the adversarial straitjacket.

decade to write and another to implement fully. When scientific understanding is changing rapidly, that can mean a regulatory system wildly out of step with the state of knowledge.

Regulations are often economically inefficient. Every emitter is told to meet a standard, even if one factory or industry could cut twice the pollution at half the cost. They hide costs from consumers. And they are inherently static. Even rules that specify the use of "best available" technologies cramp innovation. Such regulations spur the use of what is at the cutting edge when they are written, but an entrepreneur with a better product a few years later faces a market wedded to whatever the rule specified.

For all these reasons, environmentalists and industry have recently been looking for alternatives to the adversarial straitjacket. There have been some notable instances of cooperation. A few of the largest U.S. businesses have voluntarily gone beyond what the law requires in cutting emissions, energy use or waste production.

New approaches, however, ways to make the marketplace reflect environmental costs, have come from environmentalists, academics and government. It is they who have developed emissions trading schemes (a marketplace in rights to pollute), various user fees, deposit-refund plans, and pollution and congestion charges. Industry has sat back and responded — usually negatively.

In October, one industry leader, Frank Popoff, chairman of Dow Chemical, crossed the intellectual Rubicon. Arguing that improved environmental

performance would be "a matter of economic survival," he called on the chemical industry to abandon "a reluctant compliance orientation — waiting until the last minute" in favor of an approach that would foster innovation and continuous improvement not tied to the pace or content of laws and regulation.

In the long run, he said, full-cost pricing is the means to do this. Full-cost prices, which do not exist except in economic theory, reflect the full environmental and social costs of goods and services. They would include everything from the use of air and water for absorbing emissions and wastes to the national security costs of assuring the flow of oil imports.

None of this is original to Mr. Popoff. Where he entered new territory was in making a concrete proposal — that as a first step, chemical companies should change for their products according to their environmental cost to the company. Firms would have to identify every step in a product's life from raw material to final disposal, including every byproduct and waste. Rather than pool environmental costs as firms now do, treating them as a cost of doing business, these costs would be assigned to each product.

Customers would then know the environmental costs of what they buy. Some prices would rise. Most bankers and industry analysts who have commented on the proposal seem to have thought only this far. The important point is that the companies themselves would finally know the differing environmental costs of their products. The effects on technology choice and new product design would be profound and automatic. Many prices would fall. For the most responsive firms, costs of regulatory compliance and of legal liabilities would plummet. Competitiveness would rise.

Oddly, the media have ignored Mr. Popoff's ideas. Apart from the value of his pricing proposal, it reflects a mindset that is radically new in U.S. industry. He recognizes that the need to consistently lower environmental impacts is here to stay and that this can either impose a heavy cost or be a means to profit. For those who still believe that "economics and environmentalism are opposing objectives," he has this timely reminder: "Fifteen years ago, the same thing was said about quality and lower costs. The Japanese proved how wrong they were."

Most important, Mr. Popoff has laid down a challenge to the chemical industry and any others that may be listening. If you don't like "regs and legs," he is saying, come up with something that makes the market work better, something nonadversarial, something the private sector can do on its own. That, too, is part of industry's job.

The writer, vice president of the World Resources Institute, contributed this comment to The Washington Post.



Time to recycle?

LETTERS TO THE EDITOR

This Is 'Decency'?

To counter James W. Spain's portrayal of William J. Casey and Oliver North ("The Spies Who Leave Me Cold," *Meanwhile*, Sept. 29) as refusing to be bound by "human decency, common sense or law," Jack Jolis waxes lyrical on Mr. Casey's concern for "decency, wisdom and liberty" (*Letters*, Oct. 28). It is interesting that he did not choose to dispute the charge of disrespect for the law. Mr. Casey and Mr. North, whom Mr. Jolis hails as "heroes in the most literal sense of the word," enthusiastically avoided the obligations and accountability that we rightfully demand of public servants, engaging illegally in specifically prohibited actions because they put their own ideological agenda before the law of the land. The recent discovery of a mass grave of Nicaraguan villagers — including children — killed by U.S.-trained contra rebels bears stark witness to their culpability. "Decency" and "wisdom" indeed.

TOM STORER, Paris.

Keeping the Shop Clean

Regarding "Japan's Efficiency Model Comes to Florida Factory" (*Business/Finance*, Oct. 22):

Asea Brown Boveri Ltd. has its shop in Sanford, Florida, in a mess. So what do they do? They go to Japan for help. And what do they discover? They find that there should be a place for everything and everything should be in its place. In the land of Edison, Ford, Firestone, Kettering and Westinghouse, these people find that they have to hire

foreigners to tell them how to clean their shop. Isn't anyone embarrassed? I am.

JOSEPH A. PERRY, Minneapolis.

Don't Take It Literally

Regarding "Kohl Sounds Alarm Over Refugee Influx" (*Oct. 27*):

Deep in Andalusia, diners in local cantinas lift their plates in the direction of newly arrived strangers as if to share their repast in gracious welcome. But should travelers start accepting these symbolic offerings, the practice would undoubtedly cease, since clearly nothing is being extended but a greeting.

We now see the unconditional offer of asylum by the German constitution to be nothing more than the Andalusian plate — a communication to the international community of democratic good intentions in light of a recent criminal past. These hordes of Arab, African and East European downtrodden seem about to learn that the offer is to be withdrawn, largely because so many have been brazen enough to accept it.

JAMES R. DEMPSEY, Paris.

Relativism Won't Do

Regarding "The Perils of Intervention" (*Letters*, Oct. 29) by Geoffrey Byrne-Sutton:

The writer tries to ridicule the moral duty that must be part of a democratic state's foreign policy by an appeal to callow relativism: "One man's terrorist is another man's freedom fighter." It is true enough that the forces of ethnic cleansing are, like the SS men in the time

A Wild and Crazy White House?

By Jamie Malanowski

WASHINGTON — Goodbye, George. We'll miss your Dink Stevery style, your government-as-a-frat-house approach, your cigarette boats and horseshoes, your seemingly inexhaustible supply of dour white men apparatchiks.

Goodbye, Barbara — leave the cookie recipe. Goodbye, Dan — when so many were out of a job, you ensured that satirists could continue to work, and you go with our thanks. Goodbye, Marilyn — and hey, don't ever change that kicky essential nature of yours. Goodbye, Jim Baker. We'll miss your unguance, but something tells us we'll see it again. Goodbye, Millie; goodbye, pork noids; so long electoral lock.

And hello — hello to what? Well, hello to a lot of superficial stuff. Hello to Walter Mosley novels and fried green tomatoes, to a brief run of Arkansas-themed fund-raising dinners, to second bananas from Linda Bloodworth-Thomason situation comedies attending state dinners, to Roger Clinton jokes, which we should probably agree to bag right now. A lot of what we'll be saying hello to, of course, we'll just have to wait for — it

all depends on whom Bill Clinton appoints and how they don't get along, who leaks, who is self-serving, who gets Mr. Clinton's ear, and how they all handle spin-try to put a happy face on the stuff that will inevitably go wrong. Obviously, half the fun of following politics, like a lot of the fun of marriage, is discovering the strengths and weak-

MEANWHILE

nesses of these fellows once the initial enthusiasms fall into perspective. Meanwhile, we can tell that some things are going to be different.

For one, it's going to be a chattier world. Mr. Clinton, as has been pointed out, likes to talk, likes to govern by talking, and at several crucial moments propelled his campaign forward by appearing on politically unconventional programs — Arsenio Hall's, to name one — and yacking away, not always about issues.

His willingness to do this was regarded as daring, if not heretical. But when you think about the popularity of Oprah Winfrey, of Phil Donahue, of Larry King, of talk radio, of the uproar first over who would replace Johnny Carson and then when David Letterman was headed where if not in the talk era, that we seem to love nothing so much as the sounds of our own voices.

It was just a matter of time before the politicians joined the conversation, and now they may never stop.

Will Mr. Clinton be as great a communicator as Ronald Reagan was? Possibly, though not in the same way. Mr. Reagan was so smooth, so adept at those theatrical set speeches, so good at evoking emotion in his actorish ways. Mr. Clinton's formal speechifying is flat and boring, but his stump speeches were vigorous, and his performances at those town meetings showed he could stir people by empathizing with them.

See if Phil Hartman of "Saturday Night Live" doesn't nail Mr. Clinton down by having him appear in a lot of situations where he ends up agreeing — with lip-nibbling sincerity — with a lot of people harshly opposed to one another.

Another big way this presidency will differ from its predecessors also seems self-evident: Mr. Clinton is a baby-boomer. People who scoff at the significance of this should remember that we baby boomers have been driving the culture since we were born.

We moved in as children, took over the living room with our toys, took over the television with our programs and took over the radio with our music. We made protest fashionable when we wanted to protest, sex fashionable when we wanted to get off and making money a sacrament when we wanted to get rich.

Now, no longer much interested in custody of the radio and television and no longer able to pursue past interests with

much vigor and élan, and, further, charged with the well-being of children we've had who are now tugging at our beltloops, we — with this presidency — start controlling the reins of government. By virtue of their baby-boomhood, Mr. Clinton and Al Gore are going to bring back homework. Mr. Reagan, and to a lesser extent Mr. Bush, governed the country like corporate chairmen, stating overall policies and presiding over things by relying on their experience to choose among options worked out by subordinates. Most people in their 40s still want to run things. This might translate into a more hands-on governing style.

You would also expect Mr. Clinton to embody another hallmark of his generation: an appreciation of popular culture. The pop-culture influence is clear from his familiarity with Elvis: the fun will come in seeing if it goes any deeper.

Will he ever end an address by saying, "Live long and prosper"? Will he ever respond to a critical question by saying, "Well, excuseuuuuuse me"? Will he ever describe himself and Al as "a couple of wild and crazy guys"? Well, maybe not. But he might think it.

Expecting Mr. Clinton to be the perfect embodiment of his generation is clearly a mistake, however. Consider irony, which is of course epidemic among this generation, in part a legacy of the erosion of its youthful idealism.

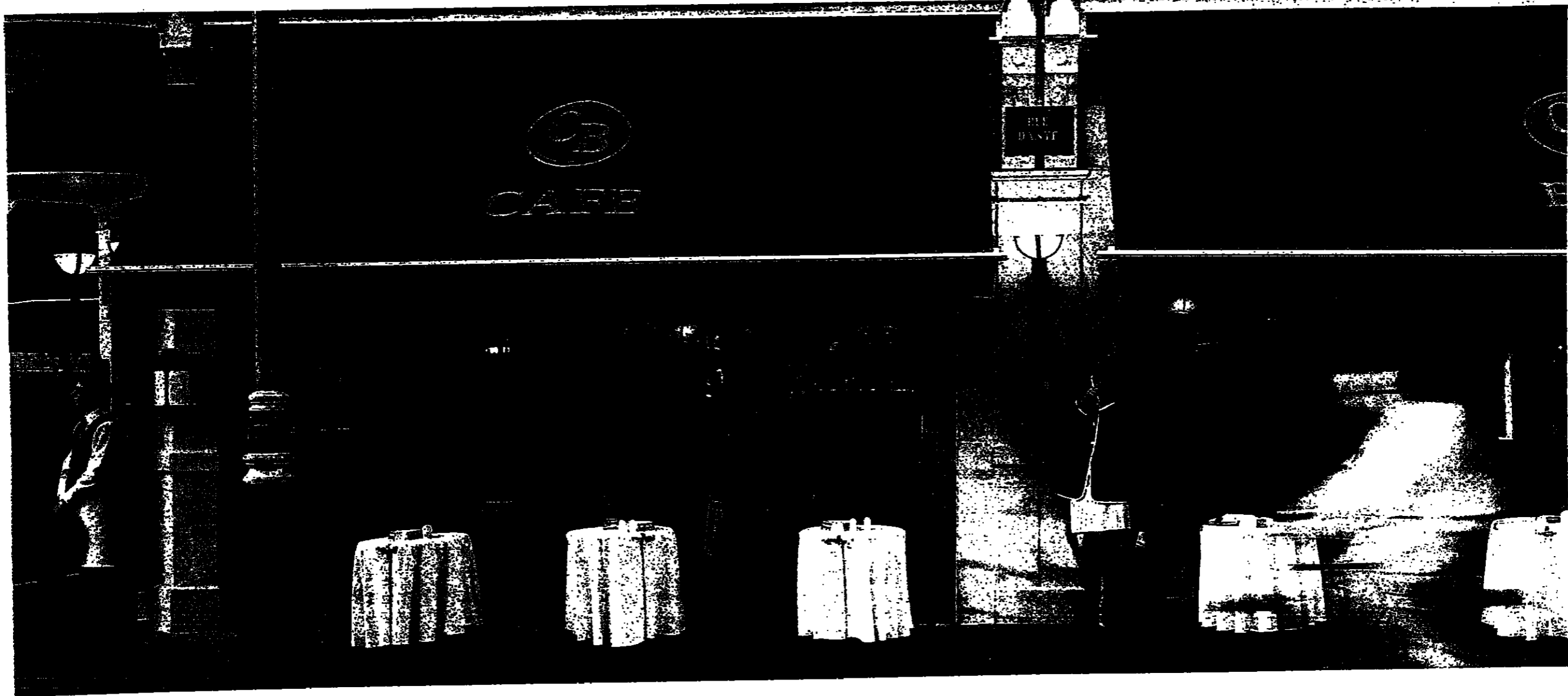
Mr. Clinton almost certainly has that third eye with which he can see himself acting, even as he acts. Yet he may be the most earnest, un-ironic man ever to hold a high-waiting blowdryer (the hair itself is evidence of serious irony deficiency).

Still, we elected him, not David Letterman. The big question now is whether Mr. Clinton will develop a real style of power. Republican presidents and officials have no problem knowing how to look and behave like big shots. They just look to their predecessors or to corporate executives, then square their shoulders and put on that confident, *my macho* grin and demonstrate in a discreet, understated way their personal net worth, and suddenly they look powerful.

The last Democratic president had problems with this attitude — oh, the legendary luggage controversy! — and never quite seemed powerful, so he provides no model.

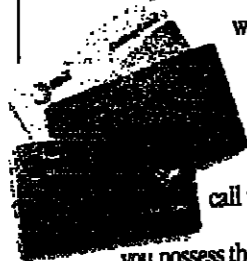
But Mr. Clinton is a friendly, casual, empathetic guy who seems to feed on people. If those instincts can break through the ways the office cuts its occupant off and sets him apart from the people (recall how the Secret Service got around the Clintons and Gores almost like spoons as they bent over from the stage to shake the hands of supporters in Little Rock on election night), he may create a style of leadership — a way of being powerful — that others will copy for years. And if not, then he's not the wild and crazy guy we think he is.

The writer, national editor of *Spy* magazine, is author of the novel "Mr. Stupid Goes to Washington." He contributed this comment to The Washington Post.



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TURNED BACK — Keith Meinhold, discharged by the U.S. Navy after declaring he was homosexual, trying to report for duty at Moffett Field Naval Air Station near Mountain View, California. A federal court ordered the navy to reinstate him; the navy refused. A Pentagon spokesman said that, despite the ruling, the military had no plans to end its ban on homosexuals.

AMERICAN TOPICS

Native Hawaiians Press For Limited Self-Rule

A movement to restore limited sovereignty to native Hawaiians is sweeping the state with the approach of Jan. 17, the 100th anniversary of the overthrow of Queen Liliuokalani by 162 U.S. Marines...

Short Takes

A large clock dial will face out over New York Harbor from the tip of Manhattan in about six years. About 120 feet (36 meters) in diameter, and illuminated, the clock will be visible for miles...

Do't bewail the scarcity of blacks on the classical music scene, advises Bernard Holland, a New York Times music critic.

When Mark Rypien, quarterback of the Washington Redskins, banged his head on the turf and wobbled off the field in a recent game, he anticipated the usual question by trainers checking on whether he was disoriented...

N.Y. Judge Resigns in Blackmail Scandal

NEW YORK — Judge Sol Wachtler, the chief judge in New York state, resigned Tuesday after a federal court placed him under house arrest amid charges that he had blackmailed a woman with whom he had an affair.

Attention Executives

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4-Generation Families Increasing in U.S.

WASHINGTON — More and more U.S. families will be made up of four generations instead of two or three, the Census Bureau said in a report made public Tuesday, a result of marked growth in the nation's elderly population.

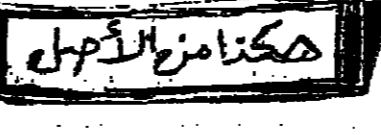
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In 'Aladdin,' Disney Rubs for a Blockbuster
So Far, the Genie Is All Smiles

By Betsy Sharkey

LOS ANGELES — Theater 3 in the Pasadena movie house is packed. The multiplex offers four screens, an average sound system, moderately comfortable seats and overpriced drinks. The audience is nearly two-thirds children. Most are restless, heads bobbing like hundreds of tiny craft on a lake.

As audiences go, this is shaping up to be a tough one. But to know how a movie is going to play, the studio must test it. And that is precisely what Walt Disney executives are doing here this hot July night.

"Aladdin," the film being previewed, is the 31st animated feature to carry the Disney name, and it is, at this point, very much a work in progress. Loosely based on one of the best-known fables of "A Thousand and One Nights," the film is still a mix of crude sketches that don't move at all, spliced together with black-and-white animation broken by an occasional burst of color.

Yet as the narrator, a weathered street vendor, begins to spin the tale of an orphan and a mythical lamp, it's as if the audience has climbed on the magic carpet behind Aladdin. And when the lights go up 84 minutes later, the applause is thunderous.

That should mean that the Disney team will sleep easy. Instead, the group — the studio president Jeffrey Katzenberg, the animation president Peter Schneider, the co-directors Ron Clements and John Musker, the lyricist Tim Rice and a dozen others — will begin to sort out some major problems they've identified during the screening.

The movie, which opens in the United States this week, is a departure for Disney and, some insiders say, a creative risk. At its heart, "Aladdin," calculated as costing more than \$35 million, is a contemporary blend of comedy, action-adventure and romance from a studio that has always cautioned its animators to think classically, so their work could stand the test of time.

This film's loose, cartoony look is the visual antithesis of the traditional realism of Disney animation. "Aladdin" is also wildly irreverent, at times poking fun at the studio and its animators, with short comic bits that feature everyone from Pinocchio to Grochko Marx. There was a struggle to keep a near-runaway performance by Robin Williams, who is the voice of the Genie, from overshadowing other elements; it took three major script revisions to strengthen Aladdin's story enough to counterbalance his performance.

Aladdin himself was also beefed up with the "kind of confidence and air of invincibility" Tom Cruise used in "Top Gun," says Glen Keane, the lead animator, who designed the "Beast for 'Beauty and the Beast.'"

"All of our men have tended to be princely, but soft and delicate like the prince in 'Sleeping Beauty,'" he says. "With Aladdin, we've given the male lead more of a masculine quality. And in what proved to be a deeply emotional as well as an artistic blow to the project, the

lyricist Howard Ashman, who had been so fundamental to the success of three previous Disney animated films — "Oliver and Company," "The Little Mermaid" and "Beauty and the Beast" — died last year.

"Aladdin" comes at a time when the feature animation industry is experiencing a renaissance. Disney's stunning success last year with "Beauty and the Beast" has raised hopes for the industry. That movie broke financial barriers by earning \$141 million at the domestic box office (a figure unheard of in animation), got an Academy Award nomination in the category of best picture rather than animated feature, and sold seven million copies in its first few days of release on videotape.

But success has also raised expectations. And what was once exclusively Disney's turf is now filled with a cacophony of artistic voices.

For decades, Disney defined feature animation for most moviegoing audiences. But when Walt Disney died in 1966, the company's animation division began to drift, reaching a low point in 1985 with "The Black Cauldron," a box-office disaster five years in the making and millions of dollars over budget.

It was Roy Disney, the nephew, and a management team led by the chairman, Michael Eisner, and Katzenberg who brought Disney's animation to life again. But while Disney came up with such successes as "Oliver and Company" in 1988, "The Little Mermaid" in 1989 and finally "Beauty and the Beast," virtually every other major studio was also getting into the business. Twenty feature-length animated films are in various stages of development elsewhere.

Steven Spielberg's Amblimation studio has produced ambitious movies like "Fievel Goes West" and has an animated version of the musical "Cats" in the works. Such competition keeps Disney unsettled. "It does always scare us to think that somebody else is going to come along and do better," says Katzenberg.

The lessons Disney learns on each film are always factored into the next. After "Beauty and the Beast" had been in preproduction for a year, Katzenberg dumped the first script, because, he says, he learned with the disappointing 1990 film "Rescuers Down Under" that the story must be as strong as the animation.

"Our business is laid out so far into the future, if 'Aladdin' tanks on us, if we have made some terrible miscalculation here, which is possible, it's going to be years before we get it fixed," says Katzenberg. "Whatever the movie gods decide is the fate of 'Aladdin,' the die is already cast."

Most independent studios must go straight from script to storyboard to animation to film, with little latitude for significant changes. Rarely can an entire character be written out, new songs written in, new plots devised, as they have been for "Aladdin."

After the July test screening in Pasadena, Katzenberg, Schneider, Rice and the others in the Disney group head across the street to De Lacey, a trendy local restaurant and bar.

"At this point in 'Beauty and the Beast,' I was a scared puppy," Katzenberg tells the group before leaving them to digest his criticisms.

Success for Disney is far more than merely breaking even. There is considerable pressure for the studio to deliver not just a film, Katzenberg must deliver a blockbuster.

Betsy Sharkey, the editor at large of Adweek magazine, wrote this for The New York Times.



Liz Smith (left), Martin Jarvis, Susan Jameson and Rosalind Ayres (in car) in "Just Between Ourselves."

From O'Toole, a Tragic Song

By Sheridan Morley
International Herald Tribune

LONDON — For the second time in three years — the first was "Jeffrey Bernard Is Unwell," also at the Apollo — Peter O'Toole has taken a play by Keith Waterhouse apparently assembled on the inside of hotel-bar matchbooks and turned it into an evening of sustained poetic drama.

"Our Song" is the story of a middle-aged philanderer who falls in love with a middle-aged woman, only to have her ruin his life, his career and his marriage while he, delighted, watches and narrates from the sidelines as if it were all happening to someone else.

This story of a drowning in the generation gap is told to us across a vintage typewriter in a sustained monologue by the wry O'Toole, interrupted by sketchy scenes from his former life in which a wonderful cast (Lucy Fleming as the neglected wife, Jack Wadding as the long-suffering business partner, Donald Pickering as a predatory food-guide editor) is left to flesh out the rest of the picture before we return to the central confessional.

The only real drama here occurs offstage about 30 seconds before the final curtain, but as a solo by O'Toole, "Our Song" is haunting.

Determined to leave us with his love letter, O'Toole explains that for his girl this may have been only an affair but for him it was the affair of his life, one conducted across empty champagne crates in hotel bedrooms and derelict apartments. Like a father at a pop concert, he is forever trying not to show his age in a hotbed of rampant sex, and no one plays better the decay that seems to start at the ankles and work its way up to the brain.

Part Gorky, Part Music Hall Show

By Thomas Quinn Curtiss
International Herald Tribune

PARIS — Robert Hossein has found a large and loyal following for his pageants of "Les Misérables," "The French Revolution" and "A Man Named Jesus." And this season he has added the formula to Gorky's "The Lower Depths."

Now at the Mogador, the result is three-quarters Gorky and one-quarter Radio City Music Hall. Sonically, "Les Bas-Fonds" has two levels: Below is the basement resembling a cavern, where the outcasts of society wretchedly huddle together. Above is a street corner where hoodlums battle with knives to folkloric song and dance.

Konstantin Stanislavsky accepted "The Lower Depths" for the Moscow Art Theater and it has been played the world over. This year marks its 90th anniversary. A declared enemy of the Imperial government, Gorky welcomed the February 1917 Revolution, but he quarreled with Lenin, his close friend, over the atrocities of the Bolshevik takeover.

Gorky issued statements of his pride in the Soviet Union, and even endorsed some of the severe laws that were imposed by Stalin — but many thought that he was the dictator's patron.

"The Lower Depths" appears to be indestructible, built for the ages. But it is far from a well-made play. It has no major plot, being a drama of characters and incidents from whom arise compassion and strength.

Among the best actors are Michel Robin as Louka, the roaming pilgrim whom the world has kneaded so long that he has become soft; Clement Harari as the thespian who has ruined his life and organism with alcohol; Jacqueline Dambo as the shrew married to the proprietor of the dank cave who seeks the affections of a lover about to abandon her; Jacques Frantz as Sistine, and Pierre Le Rumeur as the impoverished baron.

LANFORD Wilson's play "Burn This," a hit in both New York and London, may now be seen in French translation: "Brûlez Tout" at La Bruyère. In its original form its success was due in considerable part to the presence of a singing actor, John Malkovich, as its central figure, that of a rebellious young roughneck, addicted to the bottle and foul language.

His unruly behavior bewitches a novice dancer who rejects the marriage proposal of a conservative beau to remain with her unpaired lover. The Malkovich role has been assigned here to Patrick Chesnoas, a lively comic who cuts up amusingly as a lecherous hippie from the 1960s, but who fails to disclose the passion he ignites in the heart of the heroine. His antics are those of a vandeville clown, and one expects that the stogees are waiting in the wings to come on.

The latest Parisian revue to arrive is that of Le Milliardaire, an intimate playhouse that has been tastefully remodeled. Its new show bears the ambiguous title "Kitsch."

There is a swift flow to the choreography, parades of its chorus girls, a droll Spanish juggler and an inventive sketch in which an aged crone, watching silent movies of the great lovers of the screen, finds the fountain of youth and emerges as a damsel of sweet 16. There are two performances nightly, at 10 and midnight.

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Greece Hurries to Fit Into Larger Europe

In an amazingly short period of time and with a majority of only two in a 300-member Parliament, the government of Prime Minister Constantine Mitsotakis has legislated what one of its members said was "a real revolution."

"What really distinguishes Greece today, as compared to a year or a few months ago, is the change of pace," says Stefanos Manos, minister of national economy and finance. Mr. Manos was chosen by the prime minister to carry out the package of legislative measures Greece needed to proceed toward European integration.

"We saw time running against us," Mr. Manos says, "and we decided to speed up the pace."

Greece was to ratify the Maastricht agreement at the end of the year. "When we saw that things were getting complicated, what with the Danes and pro-

Greece was one of the first countries to ratify the Maastricht Treaty and is rushing to meet the standards of the European Community.

posed referendums by others, we called for a special meeting of Parliament in July and passed it almost unanimously," Mr. Manos says.

A week after the ratification, the cabinet was reshuffled, and Mr. Manos was made responsible for streamlining the economy and getting the country ready for an equal position with its European colleagues.

"With the pace of a machine gun, we passed through Parliament all those rules and regulations the Italians are still trying to pass through theirs," he says.

Greeks managed to impose a budgetary discipline in their public finances. They said that by the end of the year they

were going for the first time in many years to have a small surplus in their budget, and they seem on course to make it. Next year, the surplus will be bigger.

This was not an easy task, since public debt stands at 135 percent of the gross domestic product, and two-thirds of government revenues goes to interest and debt installments.

To cope with such obstacles, the government had to freeze the hiring of new civil servants and to shrink their force by 10 percent in three years. Currently, 750,000 people work in the public sector, which includes civil servants, employees of state-run enterprises and those working in the numerous

industrial and commercial companies taken over during the Socialist hold on the government between 1981 and 1989.

It also imposed new taxes, raised existing ones and tried to improve tax collection. Computerization was introduced in the Internal Revenue Service, and detention was reimposed for those failing to pay their debts to the state. (It had been stopped in 1990.) The measure was called vicious by the opposition and a "return to the oppressive days," but the government said that bad businessmen were taking advantage of the leniency to avoid paying social security dues collected from their employees or value-added tax collected from their clients. Greece is also using the services and advice of the International Monetary Fund and U.S. Internal Revenue Service to reorganize tax collection.

Another major step was

the reorganization of the social security system. Thanks to a maze of laws and rules passed for political reasons under pressure from trade unions or other groups, Greek women could draw pensions after 15 years of work and men could retire at the age of 50 on full pension. Despite

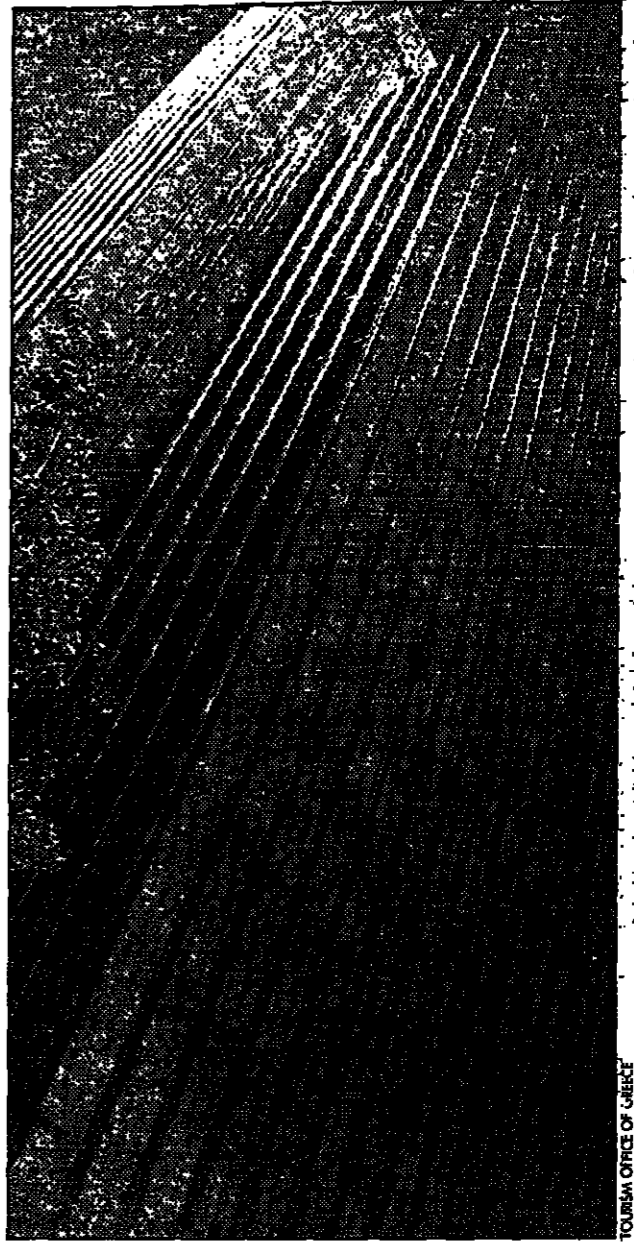
strong and sometimes violent opposition from trade unions, the government streamlined the system. No one employed after 1990 can retire before reaching 65.

Efthymios Christodoulou, governor of the Bank

Continued on Page 11



The new government has legislated a "real revolution" by passing a package of bills that will lead to European integration.



"Our ties with America cannot be shaken by our integration with Europe," says Mihalis Papaconstantinou, the foreign minister of Greece.

Minister Explains Tenets of Greek Foreign Policy

Mihalis Papaconstantinou, the foreign minister of Greece, comments on the crucial issues facing his country today.

A glance at a map shows that Greece is located at the crossroads of nations, civilizations and continents. It is therefore natural that the nation's long history has been one of many adventures and suffering.

One can also see that Greece is a European country, but at the same time a Balkan and a Mediterranean one. For this reason, its foreign policy has to be based on this triple context — Europe, Balkans, Mediterranean.

Its foreign policy has to accommodate the triple mission this country has to fulfill. We believe that in a peaceful world, it can play the role of a bridge between Europe, Asia and Africa.

As far as Europe is concerned, Greece is a member of the European Community and believes in its future. It also expects from the Community the continuation of the solidarity its fellow members have shown so far while endeavoring to reach their level in

order to forward the common objective of European integration.

We are firm believers in the Maastricht agreement, which was ratified by the Greek Parliament with a majority of over 90 percent of its members. It would have been disastrous both for Greece and for the whole of Europe had France answered "No" during its recent referendum. This would have meant that integration would have to be pursued by some other means.

Greece is not aiming at economic benefits as a member of a united Europe. Such a development will be the fulfillment of the long-term objectives of Greek political philosophical thought and civilization, which are based on democracy.

Ancient peoples of the East saw the principle of the state through the eyes of a superior person — the prince. Greeks replaced this with the choice of the leader through elections, through the will and the acceptance of the people. This is very well depicted in the "Persians," the trag-

edy by Aeschylus. The ruler of Persia asks the messengers who bring him the news of his defeat by the Greeks, "Who are these men? What are they like?" And the messengers tell him: "They are peculiar people. They have no king and they call themselves free."

Some people fear that our connection with Europe may weaken our ties with the United States. I can say that our integration with Europe will not cause any loosening of the traditional ties that bind us to the United States. We cannot forget that they

stood next to us during some very critical moments in the history of our nation. We cannot forget that millions of Greeks live and prosper there and are very good American citizens.

We cannot forget that the United States protected democracy. We cannot forget that the principles on which their republic was built coincide with the democratic axioms as they were first expressed by ancient Greeks. Our ties with America cannot be shaken by our integration with Europe — not in the least.

When it comes to our neighbors in the Balkans and the Mediterranean, our policy is to promote good relations with all. We

claim nothing from our neighbors, and we do not accept any claims from them. In that sphere, however, we do have two problems: One is the promotion of Greek-Turkish relations. The present Greek government is trying to achieve such an improvement. Our government and Prime Minister Constantine Mitsotakis believe in such an improvement. I have already had a very friendly contact with my Turkish colleague, Hikmet Cetin, in London during the conference on the Yugoslav situation. I also paid a visit to Turkey, where I had another talk with Mr. Cetin

Continued on Page 12

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Macedonia For 4,000 years,* steeped in the history of Greece.

Statue of Aristotle, Stgira.
Aristotle, the tutor of Alexander the Great, was born in Stagira in Macedonia in 384 BC. Together with Plato, he is regarded as one of the greatest philosophers the world has known. Aristotle was a true academic, concerned with Physics, Astronomy, Rhetoric, Literature, Political Science and History. His teachings have laid the foundation for modern scientific thought.

The Bust of Alexander the Great, Acropolis Museum, Athens.
Alexander was born in 356 BC in Pella, Macedonia, established by his father, Philip II, as the center of Hellenism. Nurtured on the thoughts of his tutor, Aristotle, he rose to fame as a brilliant military leader. He influenced the course of history, rightfully earning his title as Alexander the Great. In 335 BC he became Military Chief of all the Greeks. By the time of his death in 323 BC he had created an enormous empire, stretching from the Adriatic Sea to the Indus, and from the Caucasian Mountains to Egypt. He spread the Greek spirit far and wide among nations who idolized this great man.

The Olympian Aphrodite (3rd Century BC), Museum of Dion.
This statue of Aphrodite came to light during archaeological digs at the ancient sacred city of Dion. Dion, at the foot of Mt Olympus, was the most important spiritual site for the Northern Greeks, playing the same role in their lives as that of the oracle at Delphi.

St. Dimitrios, detail of 7th Century Mosaic, Church of St. Dimitrios, Thessaloniki.
St. Dimitrios, Protector of the city of Thessaloniki, was martyred in 305 AD defending Christianity. He is regarded as the Patron Saint of Thessaloniki saving the city during its difficult moments.

The White Tower of Thessaloniki.
Thessaloniki, the heart of Macedonia, is a modern city with 1,000,000 inhabitants. It is strategically located at the crossroads of Europe with Asia. Having spread the word at Philippi, the Apostle Paul continued his teachings in Thessaloniki. Its important monuments and relics, dating through the ages, provide testimony to the role that the city has played as the second capital of Hellenism.

Symbol of the Greek Macedonian Dynasty, from the tomb of Philip II, Archaeological Museum, Thessaloniki.
This 16 pointed star of Vergina was uncovered during the archaeological excavations at Vergina. This symbol of the Macedonian Dynasty decorated the golden tomb of Philip II. The Star of Vergina, extracted from the soil of Macedonia, has since become the symbol of Hellenism.

Lower to Greece and visit Macedonia.
A 4000 years old Ptolemaean era vase, which found in the excavations at the site of the city of Vergina, is the symbol of the Macedonian Dynasty. Through the years, Macedonia contributed to the human knowledge of the ancient world. In the 5th century BC, Ptolemaios, father of Worm Theory, lived and worked in Athens.

GREECE Chosen by the Gods

How the State Blocked Efficiency

In an effort to cut down deficits and to stop the drain caused by the loss of enterprises belonging to the public sector, the Greek government has embarked on a massive privatization campaign.

Many of the enterprises involved came into the public sector after becoming "problematic" because of poor management or excessive borrowing. Others were creations of the public sector, dating from the time when the public sector expanded in every field of the economy.

"This policy of denationalization aims basically at the transformation of the economy so it can adapt to the norms existing in the European Community," says Minister of State Andreas Adrianopoulos.

This process has a two-way approach, says the minister. "First, we try to limit the public sector either by changing the ownership of public enterprises or by doing away with

Mr. Danilatos describes in strong terms what went on after private enterprises came into the public sector. "They ceased to have workers," he says. "All workers became salaried employees. That cannot be applied to a private enterprise. Its workers are not paid a monthly salary. They are paid daily wages."

It was impossible for state-run companies to have the flexibility required by modern business, says Mr. Danilatos, who cites as an example the case of Softex. "A successful, money-making state-run enterprise, Softex wanted to invest 5 billion drachmas in expansion. They had to get the approval of the Organization Responsible for Problematic Enterprises, then the approval of the Ministry of Industry, and the ministry had to submit the case to the Council of Ministers for final approval. This can take more than a year," he says.

The final legislation for the denationalization of state-run companies was ready at the end of 1991, and since then 14 companies have been denationalized, 16 are in the process of being privatized and 20 other state organizations were reorganized into eight companies. These include the Greek Weapons Industry, the Munitions Company, and seven companies of the Public Petrol Company.

So far, 7,300 jobs have passed from the public to the private sector through the sale of state-run companies. Another 22 companies were closed down, with the loss of 2,500 positions. Among them were eight companies belonging to the group of Piraiki-Patraiki, the largest textile firm in Greece.

Two more companies, LARCO and Kerafina, are in the process of privatization, and Mr. Danilatos believes that they will pass over to the private sector by the end of 1992. The two companies employ over 1,900 workers. The sale of the above companies will save the government over 45 billion drachmas annually.

Besides that, the government also makes money when it sells companies to the private sector. According to government estimates, over 80 billion drachmas will fill the state coffers from such sales.

One interesting case of privatiza-

tion is the sale, just completed, of Elinda, an electric appliances producer, which came under state ownership because of high debts. It has been bought by a consortium consisting of Elco-Vayonis, another electric appliance producer, and a group of about 400 workers of the now bankrupt Elinda.

Another interesting case was the sale of the bus company serving the area of Athens, EAS, to those of its employees who wanted to continue its operations. The government had previously decided to stop running it, because the majority of its personnel went on a long strike protesting a reorganization plan.

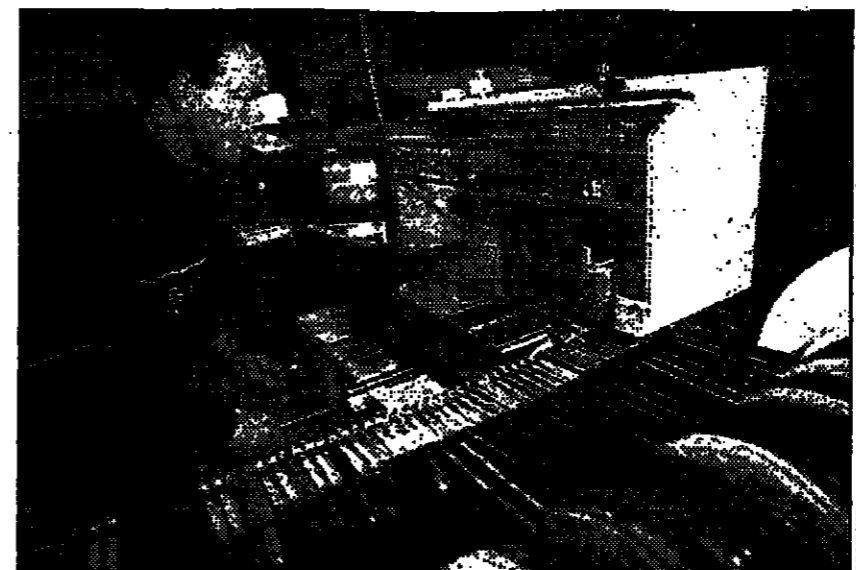
The government also stopped the preferential treatment of state-owned or state-controlled companies, which had always had first choice in obtaining financing for their operations, plus state guarantees for securing grants and loans.

"Thanks to the Ministerial Committee of Denationalization, we substantially limited loans and grants to state-owned companies in violation of the proper banking rules," says Mr. Adrianopoulos.

The governor of the Bank of Greece, Eftymios Christodoulou, believes that the government has also taken a major step toward setting free most state-controlled banks. Recent legislation called for all bank governors to be elected by the general assemblies of the shareholders. Until now, the shareholders' assemblies merely rubber-stamped the candidates for governor proposed by the state. "Now all that changes, because the government is not a majority shareholder in any of the banks," says Mr. Christodoulou.

According to Mr. Christodoulou, denationalization will bring Greece back to 1981, the year the Socialists took power in Greece. "Shortly before that date, a poll taken among high school seniors showed that 85 percent of them wanted to follow careers in the private sector of the economy and only 15 percent in government services. A similar poll taken in 1989 had the opposite results. The majority of the young people wanted to join the civil service or government controlled banks and other enterprises."

This, Mr. Christodoulou thinks, can change back to where it was in 1981, and denationalization is one of the ways of doing it.



Two foreign consortiums are involved in new self-financing telecoms projects, and two new lines will be added to the Athens Metro by 1997.

From Ancient Temples To Gas Pipelines...

When ancient Athens was the capital of an empire, Athenians used the treasures of their state to finance the construction of the Acropolis, the Parthenon and other immortal monuments of the Hellenic civilization.

Later, when Athens was the cultural center of the Mediterranean world, Roman admirers like Emperor Hadrian and grateful students like King Attalos of Pergamum constructed aqueducts, theaters, temples and other public buildings.

In the 19th century, when Athens became the capital of a bankrupt small Balkan state, wealthy Greeks

Private sector involved in development projects

from abroad contributed their fortunes to give the capital and other cities of their liberated motherland hospitals, prisons, exhibit halls, university campuses, libraries, athletic fields, highways and other public buildings.

As wars and other catastrophes absorbed the resources of the nation, Greeks found themselves more and more obliged to seek foreign assistance in order to supply their country with the infrastructure that would allow them to enter the 20th century. Foreign companies were invited to cut canals, build railways, construct ports, bring in electricity or replace the Roman aqueducts that supplied water to some of their cities, including the capital, with modern systems.

After World War II, with the advent of the Marshall Plan, Greece's main infrastructure requirements were filled with direct aid or loans from the United States. A similar opportunity for modernization of the country's infrastructure came in the early 1980s with the country's entry in the European Community. Unfortunately, most of these funds were not used for major works but were spent to provide what the socialist government at the time called "the social income of the people."

These included free vacations for workers at summer resorts, loans to agricultural cooperatives for white- elephant projects and increased benefits to some groups of people.

Left with huge debts and a diminished ability to draw new loans, the government of New Democracy chose a method of "self-financing" to go ahead with needed major infrastructure projects. As Deputy Prime



Minister Tzannis Tzannetakis says, his government aimed at "a broad program to build major infrastructure in transport, telecommunications and energy, which allow us as a nation to enter the next century with a strong base of the fundamental requirements for substantial economic growth in place."

Mr. Tzannetakis says that by allowing for speed and covering funding needs, the government "made use for the first time of the public-private partnership structures that allow us closer contact with the market and, most importantly, the near certainty that the projects will be completed and operated efficiently."

As Constantinos Nicolopoulos, advisor on special projects to Mr. Tzannetakis, explains, the government has selected or is in the process of selecting for each project "a partner who will make an equity investment in the project and assume responsibility for the design, financing and development of it."

This method of self-financing has so far let two consortia into international bidding for licenses for the operation of cellular telephone systems. They are the Italian telephone company, STET, and an international consortium of Vodafone and France Telecom. Each consortium offered \$160 million to buy the license.

"We kept Greece's Telecommunications Organization out of the contest because the intentions of the government are to shrink the public sector, not to expand it by involving it in a new field of telecommunications," says Minister at Large Andreas Adrianopoulos.

A similar process is being followed in the construction of a new airport for Athens, located at Spata, 20 miles southeast of Athens. With the help of Salomon Brothers as advisors, the government has narrowed the field to two bidders, who will have to submit their final documents by Dec. 1, 1992. These should include final drafts for the master plan, development plan, business plan, 20-year financial forecast, construction schedule and cash flow, and signed legal agreements, says Mr. Nicolopoulos.

The new airport will be one of the largest and most modern in Europe and will provide services appropriate to Athens' location as a gateway between Europe, Africa, the Middle East and Asia. The plan provides for two runways and a terminal capacity

for 20 million passengers per year during its first phase. It will cost \$2 billion and should be completed by 1997.

The new airport will be managed by the Spata Airport Company, in which the Greek government will retain 35 percent of the shares, with the rest belonging to the private sector.

As soon as the new airport begins full operation, the airport at Hellinikon will be closed, and the site of over 1,500 acres will be developed into a combination of parks, residences and commercial areas.

Another urgently needed expensive project is the completion of the Attica road network (Attica is the geographical name of the metropolitan area of Athens). "Without it," says Mr. Nicolopoulos, "we cannot benefit from the operation of the new airport." These new transportation projects will cost \$1.5 billion and will connect the Spata Airport with the center of Athens and with other key districts.

Another major transportation project is a 2.5 kilometer long bridge to connect the Peloponnese, Greece's southern peninsula, with Central Greece. For this project, estimated to cost \$400 million, final bids are to be submitted by March 1993, and the selection will be completed by the end of next year.

The Athens Metro is another major transportation network under construction and is scheduled to be completed by 1997. In its initial phase, it will add two lines to the already existing one.

A light-rail transportation system is also planned for Thessaloniki, Greece's second largest city, and the capital of Macedonia. The Thessaloniki Metro will require a capital cost of approximately \$300 million. The selection of its builder and operator will be completed in 1993.

One of the most important projects in terms of ecological gains is the natural-gas pipeline being constructed to connect the main cities of Greece to the end of a Russian gas line at the Bulgarian border. This project, costing \$1.5 billion, is scheduled to be completed by 1994.

According to Mr. Nicolopoulos, the prospect of an adequate supply of natural gas has prompted the Public Power Corporation to plan two new power gas stations and to construct one that was to use low-quality locally extracted lignite.

7,300 jobs moved into private sector

them. Second, we direct our industrial policy toward the encouragement and strengthening of conditions of free market competition by eliminating state interference in the private sector."

Dimitris Danilatos, secretary general of the Ministry of Industry and of the Ministerial Committee on Denationalization, says, "By 1989, the public sector covered over 65 percent of the industrial and services activities, while even communist Hungary never surpassed the 60 percent mark."

Trying to explain how Greece found itself in such a situation, Mr. Danilatos says that the postwar tendency in the whole of Europe was to create a mixed economy. "But while in other countries the involvement of the state was limited only to infrastructure works, in Greece, it went beyond that. The state ran banks, insurance companies and hotels. On top of that, it took over almost every private company that went under. In Greece, enterprises were not allowed to go bankrupt for fear of its employees losing their jobs," he says.

These enterprises suffered from bad management or overborrowing and cost the state organization, which came to their support, over 1,000 billion drachmas (about \$5 billion) during the last eight years.

This advertising section was produced in its entirety by the supplements division of the International Herald Tribune's advertising department. © John Rigos and Pat Hamilton are free-lance journalists based in Athens.

J.R.

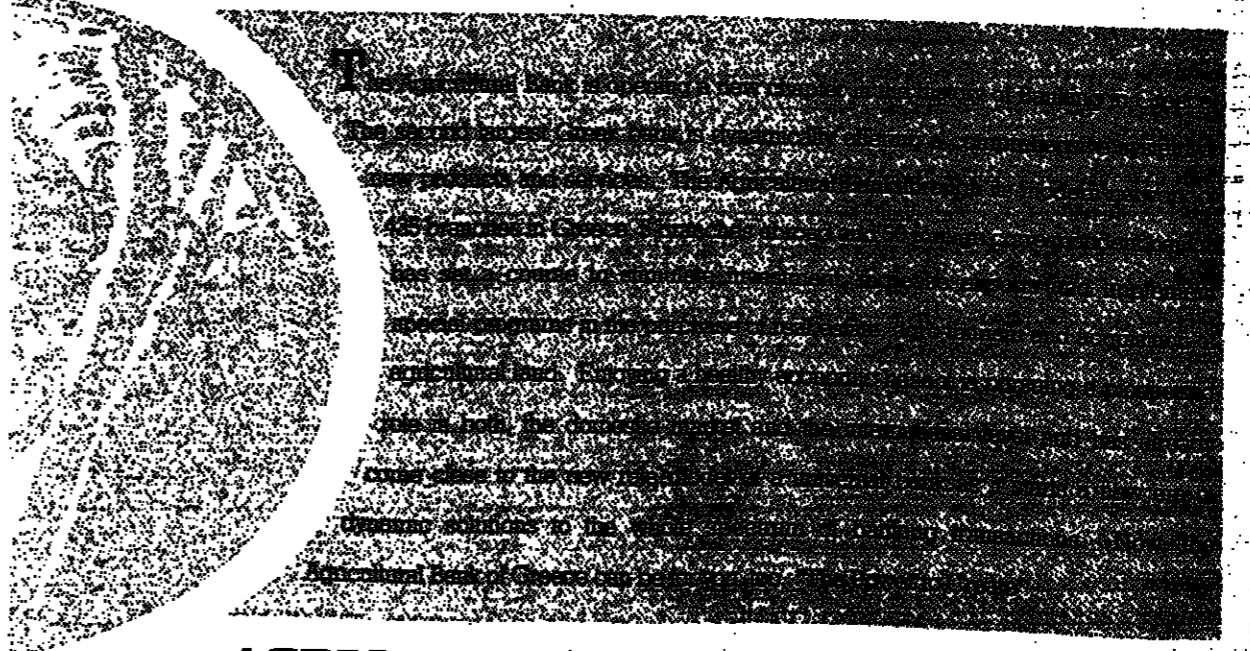
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ADVERTISING SECTION

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Greek Cuisine Offers More Than Moussaka

Greek cuisine, one of the most maligned in Europe, is not limited to tourist taverna fare — *souvlaki*, *moussaka* and *horiatiki salata*.



Greek cuisine has a preponderance of healthy vegetarian dishes.

Greek cooking at its best, rarely experienced by the casual visitor, is home cooking, based on fresh, seasonal ingredients. While the Greek cook plans a menu around what is currently available at the weekly street market, he or she has an old and varied regional cuisine to choose from, one that reflects the feasting and fasting of the Orthodox Church calendar, the international influences of a seafaring tradition and the geographical position of Greece at a crossroads between East and West. Olive oil, herbs, spices, honey and wine have been used in Greek cuisine for more than 2,000 years. Today, the Greek diet is being hailed as

healthy because of its emphasis on oil rather than butter and because of its many vegetarian dishes. In fact, Greeks eat twice as many vegetables, according to recent EC statistics, as the average European and have fewer instances of heart disease. Other culinary influences come from the European Community, large supermarkets with more frozen and convenience foods, and the popular new American fast-food chains. But Greece still has more women at home than any other European country, and the Greek housewife commonly prepares a traditional midday meal for her husband and children. As in other parts of the Balkans

and points East, food is not served in courses but set out all at once, with the most valued cook offering the most choices. Family members often share communal plates, and the food, prepared earlier in the day and perhaps taken to the local bakery to be cooked, is served at room temperature. When entertaining, the cook might offer several varieties of *pita* (phyllo-based pies filled with meat, cheese or spinach), two meat

dishes and an array of vegetable casseroles, salads and *meze* (hors d'oeuvres).

After four centuries of Turkish occupation, Greece, like the rest of the Balkans, had no aristocracy to develop the culinary arts and has no tradition of gourmet restaurant food. To this day, dining out for Greeks is more a social act than a gastronomic one: diners people-watch, argue about politics, share a seaside table on a sunny winter day and perhaps listen to music or dance.

Decor is minimal, but the food is on display and diners are encouraged to visit the kitchen, lift up lids, pick out their fish and watch it being weighed, and point to what they want. Greek wine is traditionally resinated, an acquired taste, but there are more and more unresinated, good regional wines being produced.

Despite having a long-standing sweet tooth (Athenians, probably the greatest food writer of the ancient world, cited recipes for no fewer than 47 varieties of cheesecake popular with the ancient Greeks in 200 AD), Greeks always finish off a taverna meal with fresh fruit. P.H.

New Services Abound as Bank Sector Goes Private

Angeliki Mikha, an 84-year-old widow, no longer has to worry about making long trips to the bank for cash to pay her monthly bills. Her regular payments are now made automatically by her bank.

Most private and state-owned banks can now help their depositors with standing orders and other computerized facilities, including the "home banking" introduced first by Credit Bank.

Another banking service introduced recently by the Credit Bank is the Alpha Phone. By calling a certain phone number, customers can be informed about interest rates, foreign currency conversion, stock market prices and other financial data. By giving their code number, clients can also get their bank balances and make transfers of funds.

Yiannis Costopoulos, president of the Credit Bank, says that people who have a personal computer will soon be able to do their personal banking at home.

Greeks are wondering what effect a single European currency unit will have on the Greek economy and Greek banking. Efstymios Christodoulou, governor of the Bank of Greece, does not think Greek banks will suffer from what he calls "Europeanization."

"We are moving into an era of computerization, and that causes some difficulty," he says. "There will be much work for banks to do, but they will be able to survive." Mr. Christodoulou feels that banks will find their own specializations, like consumer financing or corporate banking.

He also sees all banks turning to the private sector. Until this year, banks that had shares belonging to social security bodies, civil service and military pension funds, and similar organizations had governors appointed by the government. Thanks to a new law passed by the present government, governors will in future be elected by the assembly of shareholders and will be responsible only to them. Once the application of this legislation begins, banks will become privately controlled.

Another law no longer obliges organizations belonging to the private or public sector to deposit their funds with state-owned banks. Mr. Christodoulou foresees that

only the Agricultural Bank of Greece and the National Bank of Industrial Investment will remain under government control. "All the others will go private, and I believe will survive. Of course, they have to rid themselves of some of the burdens of the



past," he says. "Banks have to detach themselves from traditional banking. They have to look forward."

Another indication that Greek banks can survive foreign competition is the faith that Greek businessmen have in banking. A good example is Egnatia Bank, a new venture based in Thessaloniki that went into business in December 1991.

The major owners of the new bank are shipowners, merchants and industrialists. Eight of them, who control 70 percent of the capital, are represented in the board of directors. The remaining shares are owned by 120 smaller shareholders, all from northern Greece.

According to George Lyridis, one of the bank's senior officials, Egnatia is introducing a new element in Greek banking "We see our depositor as an investor," he says. "So far, banks have been trying to push loans. We are trying to give sound advice. We are trying to offer financial management where it does not exist," he says.

Egnatia has already completed the underwriting of bonds for one of its clients. "Soon we will enter into leasing and will try to promote consumer credit, something that really does not exist in Greece," says Mr. Lyridis. "Greek banks are not going to fare badly in Europe," says Mr. Christodoulou. "Greek banks in a field of free competition will be able to compete and to score high marks." J.R.

Greece Hurries to Fit Into Larger Europe

Continued from Page 9

of Greece, the country's central bank, believes that Greece was ready for European integration when the Socialists came to power in 1981. "We had the highest rate of per capita income increase among European and American states. Our per capita income rose from \$180 in 1953 to \$4,600 in 1980, and at that time, the public debt was only 28 percent of our gross domestic product," he says.

The Greek economy, if properly managed, can rally quickly, Mr. Christodoulou believes. "Just let the market operate freely and it will take off like a rocket," he says. Of course, recovery may take a little longer because of what he calls an almost universal recession.

Dora Bakoyanni, daughter of the prime minister and a member of Parliament who is now serving as deputy minister at the prime minister's office, says that the measures taken by the government, although at first sight unpopular, are producing results. Despite complaints by the opposition and some New Democracy members, the public understands the need for them.

"One indication is the fact that the strikes organized by the trade unions were not successful and their effort fizzled out," she says. "Also, local government elections in eight com-

munities, held in October, gave New Democracy candidates the majority."

Another indication that Greece is on the proper road to economic soundness comes from Michel Camdessus, president of the International Monetary Fund, who visited Greece in October. Speaking to reporters, Mr. Camdessus said that he had congratulated the Greek prime minister for the "impressive progress" the country had achieved in the economic sector during the last two years.

"1990 was a difficult year for Greece, coming after a period of uncontrolled increase of domestic demand in comparison to domestic production, causing the IMF to express its anxiety during its annual contacts with the government," said Mr. Camdessus.

The IMF president said he was very happy to tell the Greek prime minister that during the last two years Greece had taken the necessary measures to decrease borrowing in the public sector, while inflation had been limited and privatization increased.

"I can only urge you to continue on the right path, now that very correctly you accepted the great challenge of participating in the European Monetary Union," Mr. Camdessus says.

It is in this effort of removing the state from business, production and service — tasks that belong to the private sector in the rest of Europe — and in completely liberalizing the market that the government has met most of its opposition.

"We applied drastic changes, like freeing the working hours of shops and other enterprises," says Mr. Manos. "That hurt people because it made them change their habits. Today, a gas station can stay open 24 hours a day to serve the consumer. Before, they used to close down at six or seven in the evening and not worry about competition. Other stations were closed, too."

Many shopkeepers, including some of the supermarket owners who supported greater freedom at first, complained about it. Trade unions claimed that if shops remained open for longer hours, employees would be forced to work longer for the same pay. The government claimed the new measure meant new employment positions, and in order to make things easier introduced pay on an hourly basis, thus making it feasible for businesses to hire part-time workers. Newspaper advertisements asking for thousands of shop clerks and service workers indicate that liberalization is generating new jobs.

Some people were jubilant about the new measures. "Now I can work longer hours without having to appear in court," says Vassilis Marigonis, a 50-year-old baker whose working day starts at four in the morning. "Until now, I had to close my bakery in the afternoon or make sure that if it remained open I sold only sweets and no bread. Every time I was caught selling bread during off hours, the police would take me to court. I have been sentenced to about 500 days in jail," he says. Another measure that helped the market was the abolition of price controls last May. Now, producers and traders have to price their products according to real costs and real consumer demand.



Prime Minister Constantine Mitsotakis.

John Rigos

GREECE: Chosen by the Gods

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MARKET DIARY

Smaller Issues Rise As Blue Chips Fall

Bloomberg Business News NEW YORK — Blue chip stocks fell Tuesday, but secondary stocks rallied on speculation that smaller companies will be the first to gain from President-elect Bill Clinton's economic recovery plans.

Producer Prices Take Bloom Off the Dollar

Compiled by Our Staff From Dispatches NEW YORK — The dollar closed lower Tuesday as U.S. producer price data underlined the economy's weakness and some analysts predicted the currency would give back some of its recent gains.

European corporations as well as talk of dollar sales by the Bundesbank helped bring it off its highs. "We certainly saw some selling at 1.6050 and then two-way trade for the rest of the day," said Mark Austin, treasury economist at Hongkong & Shanghai Bank.

WORLD STOCK MARKETS

Table of world stock markets including Amsterdam, Brussels, Frankfurt, London, Milan, Paris, Singapore, Zurich, and Toronto. Columns include stock names, prices, and changes.

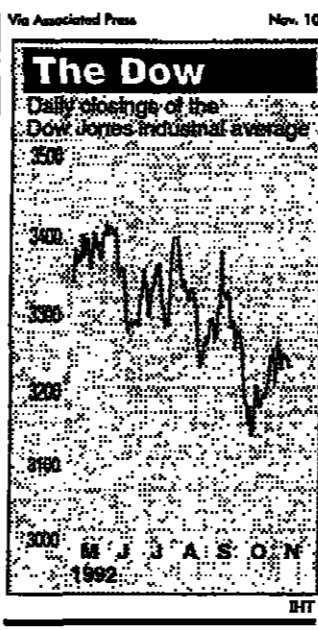


Table of NYSE Most Actives with columns for stock name, volume, high, low, and change.

Table of AMEX Most Actives with columns for stock name, volume, high, low, and change.

Table of NYSE Diary with columns for stock name, price, and change.

Table of Amex Diary with columns for stock name, price, and change.

Table of NASDAQ Diary with columns for stock name, price, and change.

SNACKS: Australian Purchase

(Continued from first finance page) The purchase price of just under 20 times net profit is cheap, considering that Philip Morris Co. paid about 25 times earnings for Frita Manabou A/S of Norway in September, he said.

U.S. FUTURES

Table of U.S. futures markets including Grains, Metals, Livestock, and Financial. Columns include contract names, prices, and changes.

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Retailers Mark Gains as Sales Climb

NEW YORK (Combined Dispatches) — Three major retailers reported stronger earnings Tuesday, showing what analysts said was a confirmation of a pickup in sales over the last few months.

Producer Prices Edge Up Just 0.1%

WASHINGTON (AP) — Wholesale prices edged up 0.1 percent in October as big increases in the cost of gasoline, vegetables and fruit were offset by the largest drop in new car prices in two years, the government reported Tuesday.

GM Turns to a \$1 Billion Stock Sale

NEW YORK (Bloomberg) — General Motors Corp., struggling to reorganize its operations amid \$970.7 million of losses so far this year, said Tuesday it had filed with the Securities and Exchange Commission to sell as much as \$1 billion in preference shares.

Bass Offer for Maxwell Units Rejected

LONDON (AP) — A group led by the Texas billionaire Robert Bass made a \$1.2 billion offer for Macmillan Inc. and Official Airline Guide, but administrators said Tuesday they had rejected the offer as too low.

DLJ Is Said to Raise Buyout Cache

NEW YORK (Combined Dispatches) — Donaldson, Lufkin & Jenrette Inc., the securities arm of the insurance company Equitable Cos., is raising more than \$1 billion to help finance leveraged buyouts, sources familiar with the firm said Tuesday.

For the Record

Wang Laboratories Inc., reorganizing in bankruptcy court, said Tuesday it expected to report a loss for the quarter ended in September. (AP)

Minnesota Mining & Manufacturing Co. said Tuesday it made accounting changes that would lower 1992 earnings by \$3 million. (Reuters)

Table of Stock Indexes with columns for Index, High, Low, and Change.

Table of Municipal Bonds with columns for Bond, Price, and Yield.

Table of Eurodollars with columns for Contract, High, Low, and Change.

Table of Commodities with columns for Contract, High, Low, and Change.

Table of Stock Indexes with columns for Index, High, Low, and Change.

Table of Municipal Bonds with columns for Bond, Price, and Yield.

Table of Eurodollars with columns for Contract, High, Low, and Change.

Table of Commodities with columns for Contract, High, Low, and Change.

Table of Market Guide with columns for Market, High, Low, and Change.

سكان الدول

NYSE

Tuesday's Closing
Tables include the nationwide closing up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

Symbol	Price	Change
IBM	100 1/4	+1/4
MSFT	34 1/2	+1/2
ORCL	28 1/2	+1/2
INTL	10 1/2	+1/2
DIS	25 1/2	+1/2
WMT	24 1/2	+1/2
AMZN	18 1/2	+1/2
GOOG	15 1/2	+1/2
MSFT	34 1/2	+1/2
ORCL	28 1/2	+1/2
INTL	10 1/2	+1/2
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GOOG	15 1/2	+1/2

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WMT	24 1/2	+1/2
AMZN	18 1/2	+1/2
GOOG	15 1/2	+1/2

(Continued on Page 15)

NASDAQ

Tuesday's Prices
NASDAQ prices as of 4 p.m. New York time. This list compiled by the AP, consists of the 1,000 most traded securities in terms of dollar value. It is updated twice a year.

High	Low	Stock	Div	Yld	PE	High	Low	Label	City
100.00	98.00	AA							
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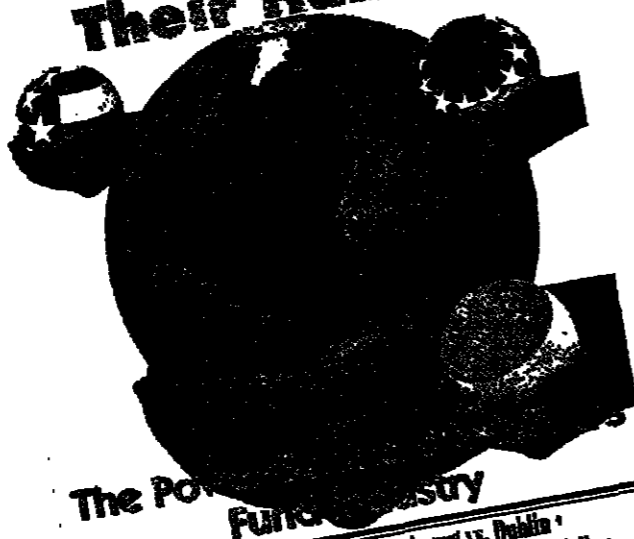
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Tuesday's Closing
Tables include the nationwide press up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

High	Low	Stock	Div	Yld	PE	High	Low	Label	City
100.00	98.00	AA							
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100.00	98.00	AA							

(Continued on Page 18)

DIVERSITY

Located in the heart of one of Europe's most dynamic regions, Frankfurt is Germany's major commercial, transportation and financial hub. It offers a diversified local economy with 35,000 companies - ranging from industrial and wholesale to insurance and services - and more than 400 banks.

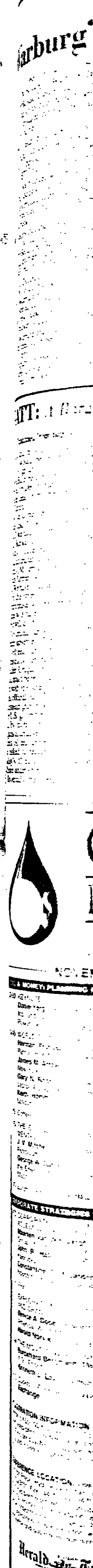
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NOVEMBER

FOR INFORMATION

HERALD TRIBUNE

Warburg's Profit Is Slashed

LONDON — S.G. Warburg, Britain's leading merchant bank, said Tuesday that its profit had been cut in half in the six months through September, largely as a result of mistaken currency bets in Europe's turbulent financial markets.

The investment house, whose full name is S.G. Warburg Group PLC, said pretax profit for the April 1-Sept. 30 period had dropped 44 percent, to \$51.2 million (\$77.7 million) from a year earlier.

The stock plunged 45 pence, or 8.6 percent, to 479 pence on the news, but share analysts, noting that the poor performance appeared to be a one-time phenomenon, predicted that the company's profit would bounce back.

"It seems that they took some views on currencies and got it wrong," said Hugh Pye, an analyst at Robert Fleming Securities. But he added, "My view is that the first-half problems are unlikely to recur. They could make £80 million in the second half."

Allison Deuchars, an analyst at Smith New Court, said: "Anyone can make a trading mistake, but people expect Warburg not to make this sort of mistake."

Still, she added, "The rise in contested bid activity in the last few weeks and the general prospect of rising equity markets should help the second half."

The Warburg chairman, David Scholey, said trading activities since Sept. 30 had produced "healthy levels of profitability" but he would not forecast a profit figure for the full year, citing "recessionary conditions coupled with volatility in many of the world's major markets."

Warburg said its fixed interest division, which trades notably in bond markets, was unprofitable in the half, particularly in the July-September quarter. The division's result "was significantly affected by positioning losses in the aftermath of the Danish referendum and European currency realignments," the company said.

The fixed interest unit has since been merged with Warburg's treasury business.

Warburg's core investment banking business reported "disappointing profits, with some areas producing results well below our expectations," the company said.

It added that equity activities "declined sharply" in the second quarter. Richard Coleman, a banking analyst at James Capel, said this trend could reflect some market-making difficulties in the stock.

The group took an £11.6 million charge on the closure of a German leasing business.

The half-year dividend was unchanged at 5.25 pence a share.

Mercury Asset Management, an investment fund 75 percent held by Warburg, turned in a good performance, analysts said, with pretax profit up 4 percent, to £35.45 million in the first half. Mercury, whose results are consolidated in Warburg's, raised its dividend 15 percent, to 3 pence a share.

Mr. Scholey, the chairman, said Warburg had taken steps to rebuild its profit by cutting costs, closing its discount house, reducing market-making in less-liquid British equities and ending market-making in Japanese warrants in London.

T & N Buys German Parts Maker

LONDON — T & N PLC, seeking to bolster its expertise in car parts and establish a beachhead in the crucial German market, said Tuesday it has agreed to buy Goetze AG, a privately owned company based near Cologne.

T & N said it agreed to pay 250 million Deutsche marks (\$157 million) for Goetze, the largest supplier of piston rings to automakers in Western Europe. Goetze also makes gaskets and is an important manufacturer in the United States.

The deal, which requires shareholder and regulatory approval, "is another major step in consolidating T & N as one of the world's leaders in its range of high-technology automotive components," Chairman Colin Hope said. "It will provide T & N with a strong German base and enhanced U.S. operations, together with additional technological resources."

IG Metall Rejects Call to Revise Pay

FRANKFURT — IG Metall, the powerful German engineering union, on Tuesday rejected an employer proposal calling for the revision of pay agreements in Eastern Germany.

The union president, Hans Steinhilber, said IG Metall would only agree to change current agreements, which call for Eastern German wages to reach Western levels by 1994, if employers agreed to a sharp cutback in working hours in the East.

"IG Metall will not play a part in the breaking of another promise to the East Germans," Mr. Steinhilber said.

The union announced its tough stance even as the government predicted that sluggish growth would undercut tax revenue and appealed to Western workers to make sacrifices, including smaller pay rises and cuts in benefits, to help rebuild the East.

"West Germans must probably prepare temporarily for a decline in their real incomes," Horst Kohler, Chancellor Helmut Kohl's chief economic adviser, told a business conference.

In Bonn, the Finance Ministry predicted tax revenue would hit 763.1 billion Deutsche marks (\$479 billion) in 1993, up from 729.1 billion DM this year but down from a previous forecast of 773.1 billion DM. Tax revenue at the state level will be down by 3.8 billion DM.

The employers' association, Gesamtmetall, had asked the union to postpone the agreed wage upgrades for Eastern workers, as well as an agreed cut in the workweek in Western Germany to 35 hours from 37.5, which is supposed to take place by the end of 1993.

A first round of top-level talks between union and employers failed to bridge their differences, but the two sides have agreed to set up a special commission to seek a compromise.

"We will continue to talk, but at the same time we categorically refuse to renegotiate existing agreements," Mr. Steinhilber said.

Meanwhile, an IG Metall spokesman in Hannover said a third round of wage negotiations between Volkswagen AG and the union, which was scheduled to start Wednesday, had been postponed until Nov. 23.

GATT: A Bargain to Avert a Trade War Appears Tantalizingly Close

BRUSSELS that most EC officials now think it would be better to find common ground with President George Bush before U.S. tariffs are imposed on Dec. 5 than to hope for a better deal from President-elect Bill Clinton.

"We've come very close," Mr. Kinkel said. "It would be a stupid thing if we had a trade war now."

Mr. Kinkel, in a radio interview Tuesday, suggested that France should ultimately go along. "To put it simply, Mitterrand is worried that French farmers will storm his city halls. We have to understand that."

"On the other hand," he added, "compromises will be needed and France will have to join in. I am sure it will do this."

Two crucial farm-trade disputes remain unsettled. The battle over EC oilseed subsidies, although technically separate from the broader Uruguay Round of trade talks, must be resolved in conjunction with the other agriculture issues, officials say. That is because European grain production, which the U.S. government wants to see cut by more than a fifth, is the logical alternative for heavily subsidized oilseed farmers, who would be asked to reduce output from today's 13 million tons to some-where under 9.5 million tons.

Ironically, the sweeping GATT trade program, which aims to knock down barriers to free trade around the world, has come to depend on the United States and Europe reaching a detailed "managed trade" agreement in agriculture.

Washington's latest position is that Brussels guarantee that the volume of EC subsidized grain exports fall by at least 22 percent over six years. Earlier, the United States was demanding a 24 percent reduction, as outlined in the draft agreement presented almost a year ago by the GATT director-general, Arthur D. Dunkel. The Community, while saying certain devilish specifics are still in dispute, has been holding out for a 21 percent cut.

The gap, by some estimates, is only about 80,000 tons of grain.

The United States, meanwhile, insists that the EC commit itself to a firm limit on the output of oilseeds, which are used primarily for feed and cooking oils. Brussels says that an overhaul of its Common Agricultural Policy should automatically produce a reduction from 13 million tons to 9.5 million tons.

The United States, which went into the negotiations calling for a guaranteed cut to 7 million tons, edged up to 8.5 million tons and then offered to split the difference at a final limit of 9 million tons, negotiators said. The EC, insisting it could not go beyond the CAP proposals, balked.

WINE: 'Hostage' Burgundy Winegrowers Wait It Out

PARIS — Burgundy winegrowers, who hope that by targeting one of its key constituencies — the southern-eastern region's lucrative white wine trade — they can make him feel more acutely the risks of a trade war.

Italy, which has backed France's tough stand in the talks, also has found its white wines on the hit list.

Chancellor Helmut Kohl of Germany, who has sided away from using his influence with President François Mitterrand of France to reach an accord, faces the threat that white wine from his native Rhineland-Pfalz region may be shut out of the American market.

Burgundy's white wine exports to the United States, hurt mainly by the falling value of the dollar, have plunged by more than half in the last seven years, from 3.5 million gallons (13.3 million liters) to 1.6 million gallons, according to the region's wine association.

The global recession also has dampened sales of expensive wines, such as those from Burgundy, where prices have risen to astronomical levels because of production limits stemming from small sizes of top vineyard tracts.

Burgundy traders and growers are bracing for disappointments at an annual wine auction next week.

"The atmosphere is really morose," said Mr. Gagey, whose Jadot firm exports 84 percent of its wine and expects a severe crunch if a trade war breaks out.

Other big exporters also fear the worst.

Country	Index	Change
Frankfurt DAX	1,518.85	+0.68
London FTSE 100	2,714.86	+0.71
Paris CAC 40	1,788.66	+0.68
Stockholm Allshare	826.47	+0.45
Zurich SSM	851.92	+0.25

Very briefly:

- Spain's unemployment rate rose to 15.0 percent in October from 14.5 percent in September.
- Bayerische Handelsbank AG said partial operating profit in the first nine months of 1992 rose 6.7 percent, to 74.1 million Deutsche marks (\$46.5 million), compared with three-quarters of the 1991 full-year result.
- Rény Comptres SA said attributable consolidated net profit for the six months ended Sept. 30 was close to the 103.2 million franc (\$19.2 million) profit it reported a year earlier, as sales fell 15 percent.
- Bazar de l'Hotel de Ville said third-quarter sales fell 3.6 percent, to 916 million francs from 950 million francs a year earlier.
- Lucchini SpA, the Italian steel company, is paying \$300 million for a 54 percent stake in Huta Warszawa, the Polish steelmaker, according to documents registered to a Warsaw court.
- Banco Exterior de España SA will pay an interim dividend on Monday of 93 pesetas (82 U.S. cents), up from 84 pesetas on the 1991 account.
- Sandvik AB said its Coromant hard metals division would cut 290 jobs at three Swedish plants because of a two-year sales slump.
- Procoria AG, the Swedish food and drug group, said pretax profit in the first nine months of the year rose 12.5 percent, to 3.23 billion kronor (\$540 million); group sales climbed 1 percent, to 29.16 billion kronor.
- Norway's branch of the French oil giant Elf Aquitaine said a small fire on a gas platform in the Norwegian sector of the North Sea forced the closure of several nearby gas fields.

Degussa and Ciba-Geigy Set Venture

FRANKFURT — Degussa AG, the German metals company, and Ciba-Geigy AG, the Swiss chemicals firm, agreed Tuesday to set up a joint venture to develop decorative glass and ceramic products.

Ciba-Geigy said its Drakenfeld unit in the United States, which makes pigments and glass paints and has annual sales of \$50 million, would be merged into the new joint venture in Frankfurt.

Degussa brings to the deal its ceramic paint and special products division, with annual sales of 370 million Deutsche marks (\$232 million).

NEWS: NBC and IBM Team Up

NEW YORK — NBC and IBM have teamed up to develop a new type of computer hardware. But they said subscription charges would be competitive with CompuServe, Prodigy or other on-line text and still-picture databases.

For NBC, the venture comes at a time when its core broadcast TV network has slumped to third in the prime-time ratings and is under siege from a host of video providers. The company has tried to expand beyond traditional broadcasting, by among other things, launching CNBC and developing a high-definition TV system in partnership with others.

OIL & MONEY: PLANNING FOR CHAOS

LONDON, NOVEMBER 16 - 17, 1992

The 13th annual conference co-sponsored by the International Herald Tribune and The Oil Daily

NOVEMBER 16

OIL & MONEY: PLANNING FOR CHAOS

09:00 KEYNOTE ADDRESS
Daniel Yergin, President, Cambridge Energy Research Associates Inc., and author of "The Prize: The Epic Quest for Oil, Money and Power," winner of the 1992 Pulitzer Prize.

09:45 WORLD OIL OUTLOOK - CHAOS FOR THE PLANNERS?
Herman Franssen, Economic Advisor of H.E. the Minister of Petroleum & Minerals, Oman
James M. Arrowsmith, Senior Economist, Texaco Inc., Harrison, New York
Gary N. Ross, Chief Executive Officer, Petroleum Industry Research Associates Inc., New York
Keith Hamm, Managing Director, Petroleum Economics Ltd., London

11:15 Coffee

11:45 THE OIL INDUSTRY'S RESPONSE TO THE NEW ENVIRONMENTAL AGENDA
J. V. Mitchell, Special Advisor to the Managing Directors, British Petroleum Co. plc, London
George W. Sarney, Senior Vice President and Group Executive for the Energy and Environmental Group, Raytheon Co., Lexington, Mass

12:45 Lunch - Hosted by KPMG Peat Marwick

CORPORATE STRATEGIES FOR MANAGING CHAOS

14:00 CORPORATE REORIENTATION AND RESTRUCTURING ASSESSING THE TACTICS
Maarten van den Bergh, Managing Director, Royal Dutch/Shell Group of Companies, The Hague
John R. Hall, Chairman & CEO, Ashland Oil Inc., Ashland, Kentucky
Constantine S. Nicandros, President & CEO, Conoco Inc., Houston, and Vice Chairman, Du Pont

15:45 Tea

16:00 EXPLORATION AND PRODUCTION: PLANNING FOR PROFIT AND CHANGE
Dewitt A. Bode, President, Independent Petroleum Association of America, Washington, D.C.
Harald Norvick, President & Chairman, Statoil, Stavanger

17:00 THE MOVE TOWARDS NATURAL GAS
Burkhard Bergmann, Member of the Executive Board, Ruhrgas A.G., Essen
Kenneth L. Lay, Chairman & CEO, Enron Corp., Houston

18:00 Cocktail Reception - Hosted by the New York Mercantile Exchange

NOVEMBER 17

FINANCIAL STRATEGIES FOR COPING WITH CHAOS

09:00 THE FUTURE OF U.S. ENERGY POLICY
Bill Burton, Energy Policy Coordinator for the Clinton/Gore '92 Campaign

09:30 WORLD ECONOMIC OUTLOOK
Laurence G. Kantor, Vice President & Chief European Economist, J.P. Morgan, London

10:00 OIL INDUSTRY RESTRUCTURING - A FINANCIAL REPORT CARD
Thomas Coleman, Assistant V.P., Energy, Technology and Communications Group, Moody's Investors Service Inc., New York

10:30 Coffee

11:00 RAISING CAPITAL: WILL FINANCE BE AVAILABLE AND AT WHAT COST?
Moderator: Nicholas G. Vouts, Consultant, The Hague and London
Gerard Pollio, Director, Energy and Environmental Program, The Royal Institute of International Affairs, London
Jan R. Prins, Senior Vice President and Head of Project & Energy Finance, ABN AMRO Bank, Amsterdam
Tormod Raftgard, Managing Director, International Association of Independent Tanker Owners, Oslo

12:30 Lunch

MARKETING STRATEGIES FOR DEALING WITH CHAOS

13:45 NEW CHALLENGES IN OIL TRADING
Moderator: Marshall Thomas, The Oil Daily Group, Washington
F. Nigel Graham, Business Development Manager, Neste Petroleum (Products) Ltd., London
Robert Mabro, Director, Oxford Institute for Energy Studies
Jeff Remdon, Director, Global Commodity Swaps, Merrill Lynch Capital Services Inc., New York
R. Patrick Thompson, President, New York Mercantile Exchange
Peter Wicksford, Chief Executive, The International Petroleum Exchange of London Ltd.

15:15 NEWLY-EMERGING OIL MARKETS: RISKS AND REWARDS
Andrei Bugrov, Political Counselor, European Bank for Reconstruction and Development, London
Brian A. Lavers, Chairman, Phibro Energy Production Inc., London
Andrei Pannikov, President, Uralis Moskva, Moscow
R. F. Walsh, President, Chevron International Oil Co., San Francisco

16:45 Close of Conference

REGISTRATION INFORMATION: The fee for the conference is £650.00 plus VAT at 17.5%. This includes the cocktail reception, lunches and all conference documentation. Fees are payable in advance. We regret there can be no refund, however, substitutions may be made at any time.

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TNT Falls as Loss Spurs Revolt by Shareholders

SYDNEY — Shares in TNT Ltd. crashed nearly 30 percent to a record low on Tuesday and four directors, including the transport company's deputy chairman, nearly lost their board seats after TNT announced a worse-than-expected quarterly loss at a heated shareholders' meeting.

Rival Bidders To Share Port In Hong Kong

HONG KONG — In a Solomon decision to settle a bitter competition to share a \$1 billion container port in Hong Kong, the government said Tuesday it was splitting the contract for the port between the two main rival consortiums.

Strike Hits Australian Stocks

SYDNEY — The Australian stock market plunged Tuesday to a 20-month low as a strike by an estimated 400,000 workers in Victoria state stirred fears of industrial anarchy and a longer recession.

Boosterism, Not Market-Boosting

TOKYO — Finance Minister Tsutomu Hata proposed new measures on Tuesday to increase investor interest in shares, but the market reacted little and analysts were unimpressed.

Froth Goes Off Meiji Milk

TOKYO — Meiji Milk, the dairy producer that dazzled investors with talk of an AIDS cure, said Tuesday that its pre-tax profit fell 11.7 percent year-on-year to 2.7 billion yen (\$21.7 million) in the six months ended Sept. 30 on weak demand for dairy products and higher sales and distribution costs.

Westpac Woos Disillusioned Investors

SYDNEY — Westpac Banking Corp., beset by worsening credibility in the investment community, announced a restructuring plan Tuesday aimed at improving its performance and rebuilding confidence.

PPG, Asahi Get Second Window on China

BEIJING — PPG Industries Inc. of the United States and Asahi Glass Co. of Japan said Tuesday they were joining a venture worth more than \$100 million to produce flat glass in northeast China.

Boosterism, Not Market-Boosting

TOKYO — Finance Minister Tsutomu Hata proposed new measures on Tuesday to increase investor interest in shares, but the market reacted little and analysts were unimpressed.

Jakarta Clears Refinery

SINGAPORE — British Petroleum Co. and Itochu Corp. of Japan have won preliminary approval to build a \$600 million refinery, BP said Tuesday.

Investor's Asia

Table with columns for Hong Kong, Singapore, and Tokyo indices. Includes a line graph showing index trends from 1982 to 1992.

Very briefly:

- Krung Thai Bank Ltd. of Thailand has gotten a \$100 million syndicated loan to help finance rice exports to Russia; the arrangers are Development Bank of Singapore, DB Asia Ltd., Bayerische Landesbank GzR (Singapore), Dresdner (South East Asia) Ltd., Fuji International Finance (HK) Ltd. and Sumitomo International Finance Ltd.

Table of financial data and company names, including sections for 'ACAC INVESTMENT SERVICES CO. (LTD.)' and 'ALPHA FUND MANAGEMENT LTD.'.

Table of financial data and company names, including sections for 'ALPHAFUND MANAGEMENT LTD.' and 'ALPHAFUND MANAGEMENT LTD.'.

Table of financial data and company names, including sections for 'ALPHAFUND MANAGEMENT LTD.' and 'ALPHAFUND MANAGEMENT LTD.'.

SPORTS BASKETBALL

Rollie in Wonderland: Run, You Rebels, Run

By Malcolm Moran New York Times Service

LAS VEGAS—There is a knock on the open floor of the spacious office of the basketball coach at the University of Nevada-Las Vegas. The coach hears Brad Bookie knocking and he knows he's coming in, and still, they both smile. Bookie is the assistant general counsel of the university. "I want to show you something," he tells the coach. He is holding a brand-new white T-shirt. On the front, in red block letters with black shading, the shirt reads: "ROLLIE'S RUNNING REBELS." And on the back: "MASSIMINO'S MIDNIGHT MADNESS."

playing the biggest room in town. His new team officially began preparing for its season with a midnight practice at the Thomas & Mack Center, where on March 3 an emotional sellout crowd chanted, "Keep Tark; Keep Tark" before, during and after Tarkenton's final game. Tarkenton's departure to the National Basketball Association—and the resulting disappearance of the school's shark mascot—did not change the polarization of the community or the existence of 40 possible NCAA violations.

The state legislature continues to examine the events surrounding Tarkenton's departure, and the NCAA is awaiting an appeal concerning a state due-process law before it proceeds with its investigation.

Amid all this, Massimino planned for a season and invited guests to his coming-out party. The delay of the start of practice to Nov. 1, part of the NCAA reform movement, created a national marriage of Halloween and hoops. But nowhere could there be a practice quite like this.

The plans called for hot dogs and sodas for 25 cents, and for fireworks, comedians and musicians. There were special invited celebrity coaches: Jim Valvano, Dick Versace, Mike Fratello—the "Czar of the Telestrator," Massimo announced—plus, from Los Angeles, Tom Izzo, and from Phoenix, the Gorilla.

Just about the only time Massimino does not smile is when he examines the stack of memos on his desk. There are four stacks, one held together by a paper clip, the others loosely piled, waiting for a response, a speech, a meeting, something, anything.

"I can't keep up," Massimino said, and sighed. "I can't keep up. It's mind-boggling."

The notes in his appointment book have provided both a contrast to his final days in Philadelphia and a cross section of the people in Las Vegas who are not merely passing through: Kiwanis Club, Lions Club, Women's Club, Men's Club, Rotary Clubs, Radio stations, Television stations. "I just want to introduce ourselves," he said.

His introductions will be reduced now that the real work has begun. Massimino has done more than pledge to keep the run in the Rebels. This has come as a surprise to skeptics accustomed to the clutch-and-grab defensive mindset of Big East play.

Massimino was asked about the last time his team was like this. The early days at Villanova? Stony Brook? Hillsdale High School? "Probably not," he stopped and smiled. "Probably never," Massimino said. "We never had this kind of athlete."

UNLV will have three returning starters from a team that won 26 of 28 games. They will be joined by Lawrence Thomas, a freshman point guard from Elizabeth, New Jersey, who followed Massimino to Las Vegas after giving a commitment to Villanova.

"When Coach Massimino got the job here, he asked me, do I want to visit," Thomas said. "We've known each other for about four years. He and my high school coach are real good friends. I know he can make me the best person I can possibly be."

of the promise. Massimino put on his glasses, opened the one marked Nov. 1, studied the typed practice plan, and pointed to the entry: 1:25-28 Running.

That is only the beginning. He has planned outlet drills, outlets to break speed. Conventional breaks. Secondary breaks. Massimino spoke rapidly as he scanned his down-to-the-minute plans. "Running, running, running," he said. "Half of the practice is just running."

He opened the next day's folder, and the next, and the next. Three-on-two. Two-on-one. Five-on-three. Five-on-five. Five-on-five. "So are we running?" Massimino asked.

Each day features a saying that leads to a five-minute talk. For the second day, it is this: "Think about the future, because that's where you're going to spend the rest of your life."

The thought applies to the coach as much as the players. He said he and his wife, Mary Jane, wake up each morning and say it's a beautiful day in the desert. Their son Tom is an assistant coach, but their time with their four other children has been reduced to occasional visits.

"We only cry once a day now, instead of twice a day," he said.

Massimino inherits a program that has made nine NCAA tournament appearances in the last 10 seasons, including three trips to the semifinals and one national championship, in the past six tournaments.

"I've made my mark," says Rollie Massimino, who left Villanova after 19 seasons to take over from the departed Jerry Tarkenton as the basketball coach at the University of Nevada-Las Vegas. "Now I'm going to have fun."



NYT

standards for the admission and eligibility of athletes.

The report of a faculty committee, now in a draft stage, is expected to suggest standards, above NCAA minimums, that would significantly increase an athlete's likelihood of earning a degree.

Robert Maxson, the university president, said he expected to accept the report. He added that the requirements of a public university should be reasonable enough for the team to continue its success.

But Maxson acknowledged the possibility of a subtle drop in performance that could antagonize local fans already angry about Tarkenton's departure.

"It would be criticism that I would accept," Maxson said when asked about the possibility.

"If the team is not in the top half of the top 20, or not one, two, three or four in the nation, we will not compromise academics to put it there."

"The coach knows that," Maxson said. "The athletic director knows that. And they certainly haven't questioned me on it. That's an absolute given. That's not even open for discussion. We're going with a new plan."

In Massimino's office, there was too much activity to worry about problems. "Is this where you're supposed to spend the twilight of your career?" Massimino said. The coach's wide smile answered his question.

Behind the large window, there was a soft, warm breeze. His friends were on their way into town. The clock was ticking toward the madness at midnight. It was a beautiful day in the desert, and Rollie's Rebels haven't lost one yet.

SIDELINES

ASOIF Changes Rules for Nebiolo

LONDON (AP)—Primo Nebiolo, one of the most powerful officials in world sport, has had the way cleared for his re-election as head of the body representing all summer Olympic federations.

The Association of Summer Olympic International Federations changed its constitution to allow Nebiolo to run for re-election at the group's next general assembly in March. The decision, taken at an extraordinary ASOIF meeting in Acapulco, Mexico, was announced in a statement released Tuesday in London.

Nebiolo is president of the International Amateur Athletic Federation, the world governing body for track and field. He became a member of the International Olympic Committee earlier this year.

For the Record

Little League officials in Williamsport, Pennsylvania, said they will depart from custom and exercise the right to approve a new Philippine administrator to prevent another scandal. (AP)

The U.S. Bobskel and Skeleton Federation is broke and may have to declare bankruptcy if its fiscal situation isn't reversed within six weeks, its president said. (AP)

Deion Sanders has been fined \$1,000 by the National League's president, Bill White, for throwing water on CBS-TV analyst Tim Lincecum during the Atlanta Braves' celebration after beating Pittsburgh in the playoffs, the Atlanta Journal-Constitution reported. (AP)

Nigel Mansell, the Formula One driving champion, criticized archrival Ayrton Senna again Tuesday for running into him in Sunday's season-ending Australian Grand Prix, saying that "I tend to think if it had been reversed there would have been a lot more hollering and shouting."

SCOREBOARD

Table with columns for Hockey (NHL Standings), Western Conference, Pacific Division, and Monday's Results.

TRANSACTIONS

FOOTBALL: ATLANTA—Activated Tony Jones, wide receiver, from injured reserve. Waived George Thomas, wide receiver. Cincinnati—Waived Brian Brunson, wide receiver. Activated Ronnie Harmon, wide receiver, from non-football illness list. Green Bay—Waived Paul McCaffrey, punter. Slashed Brian Weaver, punter. Miami—Slashed Ryan Cox, linebacker, to contract extension through 1993.

BASKETBALL

Table with columns for NBA Standings, Eastern Conference, and Cricket (Second Test, Third Day).

TO OUR READERS IN FRANCE

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Lamont's Lament

The Associated Press

NEW PLYMOUTH, New Zealand—Lamont Robinson arrived from the United States with fine basketball credentials.

He had played at Lamar University, was drafted by the Chicago Bulls and had spent 18 months playing for the Harlem Globetrotters.

But when he suited up for the semi-pro New Plymouth Bears last weekend, Robinson couldn't play a lick.

He admitted to team officials Tuesday that he had "borrowed" the credentials of another Lamont Robinson.

He said he had wanted to play basketball professionally and realized "this would be the only way that could happen."

"I just hoped that by the time you did find out, that maybe I could have shown enough on the court for you to want to keep me on the team," Robinson told the team's chairman, Dennis Toon, and a reporter for the New Plymouth Daily News.

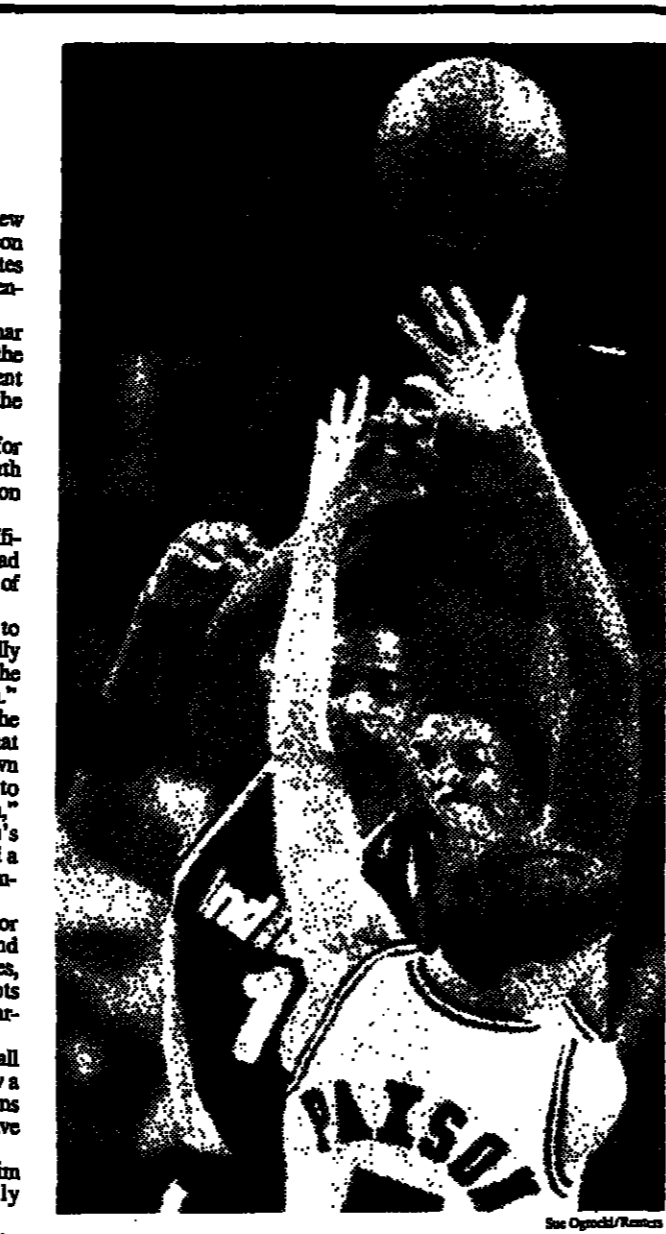
Daryn Shaw, who plays for the Bears and has lived and played in the United States, said he had immediate doubts about Robinson when he arrived last week.

"I'm a bit of a basketball junkie, I suppose, and I knew a bit about some of the teams and the players he would have played with," he said.

"But whenever I asked him about them, he suddenly didn't want to talk to me."

The Bears had sent him an air ticket on the strength of his claimed playing record. They put him on the next flight out en route to the United States.

The real Lamont Robinson is believed to be still playing for the Harlem Globetrotters.



BULLISH AGAIN — Vern Fleming, sandwiched by Scottie Pippen and John Paxson, gave up the ball and the Pacers gave up the game when Michael Jordan, hobbled by back spasms all day, scored 10 points in a 12-0 run in the final three minutes that gave the Bulls a 102-97 victory. Jordan had 24 points and 12 assists for Chicago, which lost by 100-99 to Atlanta in its home opener.

San Francisco Gains the Edge As Owners Decide Giants' Fate

By Murray Chass New York Times Service

SCOTTSDALE, Arizona—The fight over the San Francisco Giants has intensified, with the owners of major league baseball's teams expected to decide Tuesday on the team's future home.

Faced with an uphill battle, the group of prospective owners who want to keep the Giants in San Francisco submitted an amended offer to the National League before the major league's executive council met Monday to discuss the issue.

The council was expected to let the owners in both leagues decide at their meeting, which began at noon Tuesday, whether the Giants should move to the Tampa Bay area of Florida or remain where they have been since they left New York 35 years ago.

The San Francisco group, which entered the bidding upon invitation from Bill White, the National League president, did not increase its offer of \$100 million. Rather, it eliminated terms and conditions that appeared to some owners to make the offer less than solid.

"Many of the conditions that were previously in our offer have been removed," Peter Magowan, head of the San Francisco group, said by telephone. "Not that we thought any of the conditions amounted to much—we believed they were normal for this type of deal—but others obviously had a different opinion. What we heard was we had to make an absolutely definitive-type offer. That's what we have a definitive offer."

Answering another issue raised by proponents of the sale to the Tampa Bay group, Magowan said, "We've reassured everybody that if their concern is if Tampa Bay is rejected, we would use that as an excuse to come in with a low-ball offer, we aren't going to do that."

Tampa Bay bidder, headed by Vincent Naimoli, have offered Bob Lurie, the Giants' owner, \$115 million. Lurie solicited an offer from the Tampa Bay area after Fey Vincent, then the baseball commissioner, told him last June he could "explore all of his options."

Vincent did not tell Lurie he could move, but Lurie secretly made the deal with the Florida group, agreeing not to accept any other offers until the owners acted on his offer.

But two months ago, White said the league would accept an offer from a San Francisco group, and the Magowan investors stepped forward. Lurie has been lobbying to induce the owners to approve a sale to the Naimoli group, which has also staged a high-powered public-relations campaign.

Barring an unexpected delay, the

Denmark Halts Runners After 7th Swedish Death

The Associated Press

COPENHAGEN—The Danish Orienteering Federation told its top cross-country runners to stop training Tuesday after seven mysterious deaths among Swedish competitors.

"Danish runners train and run in Sweden and are in close contact with Swedish runners," said Ove Gasbjerg, chairman of the Danish federation. "There is, therefore, a potential risk that my runners might have been contaminated with the fatal bacteria which spreads like a cold virus."

So far, only Swedish male runners have been struck. Sweden's national team canceled training and races for its 50 runners on Monday. Team member Melker Karlsson, 24, suddenly died last Friday after relatively modest training and a sauna.

Orienteering is a sport in which runners use a map and compass to follow a route through rough terrain. Six of the seven Swedish men who have died in the past three years were in their 20s and all were top athletes.

Some Scandinavian doctors say the deaths could be caused by a micro-organism called Taiwan Acute Respiratory Infection, or TWAR. The bacteria was identified in 1989 and can cause coughing and pneumonia, as well as a heart muscle disease.

Erving and Walton on Hall of Fame List

The Associated Press

SPRINGFIELD, Massachusetts—Julius Erving and Bill Walton head a list of 10 players and one contributor nominated Tuesday for election to the Basketball Hall of Fame.

Erving, the high-flying forward who became known as "Dr. J" for the flashy way he operated on defenses, and Walton, the smooth center with the cat-quick outlet pass, were nominated in their first year of eligibility. Both retired in 1987.

Erving is currently giving basketball clinics in Australia for the NBA.

INTERNATIONAL CLASSIFIED

(Continued From Page 6)

Escorts & Guides advertisement listing services in various cities like London, Zurich, Frankfurt, and Vienna.

Restaurants advertisement listing various dining establishments like Restaurant Laxenoxen, Yugaraj, Thoubelux, La Taverna Kronenbourg, and others.

OBSERVER

Keeping the Bums In

By Russell Baker

WASHINGTON — As usual, I voted against my local congressman. As usual, he was re-elected by a 2-to-1 majority. He is not a bad congressman, as congressmen go. In a long career of voting against my local congressman, I have voted against many far worse than he.

"At last," I cackled as I entered the booth, "at last, my good congressman, the days of your 2-to-1 majorities are gone, and tomorrow you will have to become just another very rich lawyer with great lobbying potential."

So he was re-elected by the usual 2-to-1 majority. Practically everybody was re-elected, except President Bush, who unfortunately for him was not a congressman. President Bush and the media had it all wrong. It wasn't Congress that America wanted, it was the president.

But then, how can we explain that term limitation also won by 2-to-1 majorities in every state where it was on the ballot? The answer, obviously, is that it's unexplainable.

For instance, here in Oregon with 69 percent voting to limit its senators to two terms while, at the very same identical moment, voting to re-elect Senator Bob Packwood to a fifth term. Not a third term. Not a fourth term. A fifth term.

In the four Oregon districts where congressmen sought re-election, incumbents won every contest, and with majorities ranging from 65 to 81 percent.

Florida voted for term limits by a 77 percent majority. Wow! At the same time it re-elected every one of 13 incumbent House members on the ballot. Of 116 members up for re-election in the 14 states zealous for term limitations, only six were turned out.

I see two possible guesses about what's going on here. One is that while the typical American really does want the rascals thrown out, he wants an exception made for his own rascal.

The other is that a lot of people have been kidding us about how down on Congress we really are. Since Congress seems to belong eternally to Democrats, Republicans have an obvious motive for slandering it as a rat's nest and even for pushing term limitations.

My experience suggests that America's dirty little secret is that it likes its Congress just the way it is. It likes it as it is.

A Short Dictionary for Clinton Holler

By John M. Broder

WASHINGTON — President-elect Bill Clinton, alumnus of Georgetown and Oxford, is no hick. He has "been to Memphis," as his fellow Arkansawyers say of a man or woman of the world, seen it all.

But every once in a while he lets fly with an expression that comes straight from his small-town Arkansas roots.

When Clinton appeared on Arsenio Hall's late night talk show in June, the acerbic, hip host asked the Arkansas governor to list his shortcomings.

Clinton said they would have to hold a "banking party" to allow him time to detail them all.

That's what they call a slumber party or sleep-over in Arkansas.

Over the years, the state that calls itself the Land of Opportunity has given the country William Faulkner, Wal-Mart and enough chicken parts to cover a major city to a depth of eight feet. But the state has also contributed a wealth of colorful words and phrases to the American language.

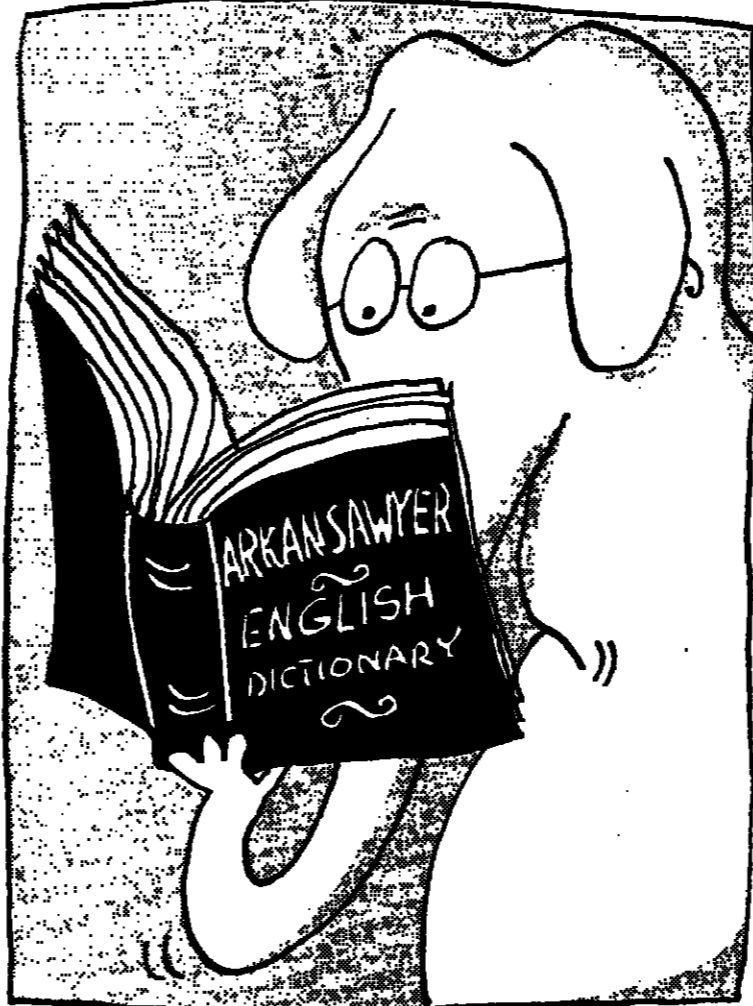
You have to come from Arkansas — or print it — to know what a woodcock is, or what another white belly up means or what goes on at the fiddle coathouse. As the Clinton crowd descends on Washington, however, such terms are likely to come with them. So it might be useful to take a first cut at an Arkansas Lexicon, and we find our bread ain't done and we end up chasing the whiffle-bird.

While linguists find it impossible to pinpoint the exact geographic origins of words and phrases, Arkansas has benefited from the confluence of three migration patterns that have lent both distinctiveness and unusual variety to its speech.

The northern part of the state is peopled by the rough and independent Ozark Mountain folk, whose language is a veritable Galapagos of unique and archaic expressions. The southeastern section of Arkansas is known as the Delta, running alongside the Mississippi River and sharing the dialect of the Deep South. And the people of the southwestern corner of the state, radiating north and east from Texarkana and including Clinton's hometown of Hope, have more in common linguistically with neighboring East Texas, Oklahoma and Kansas than with Pine Bluff.

What do they call themselves? They are Arkansawyers. Many of them object to Arkansawyers as sounding too much like Kansans.

Those from, say, Fayetteville in the northwest corner of the state can easily spot a Delta accent. Ozark folk are barely



intelligible to residents of metropolitan Little Rock.

And Bill Clinton, who didn't ride into town on a load of pumpkins, well, he moves around a lot, one day sounding like an East Coast egghead, another day like a tourist at the Hot Springs race track so beloved of his mother.

Richard Allen, a columnist at the Arkansas Democrat-Gazette and the state's unofficial lexicographer, has spent years compiling the unique words, phrases and pronunciations he has heard in his coverage of the Arkansas legislature and his travels around the state. While few of the entries in his "Southern Legislative Dictionary" are unique to Arkansas, most are rarely heard outside the South.

Another great source of Arkansas linguistic lore is "Down in the Holler, A Gallery of Ozark Folk Speech," by Vance Randolph.

Herewith is a sampler from the two collections:

Too dead to skin — beyond worth for food, as in the overheard remark after a lopsided election in Benton County, Arkansas, earlier this century: "The Republican party is too dead to skin."

About half preacher — publicly pious, superficially holy, as in "Don't take a drink around him, he's about half preacher."

Sparr — a small bird, as in "not a sparr falls..."

Clean on to Memphis — all the way, as in "She was setting in such a way, as you couldn't help seeing clean on to Memphis."

His bread ain't done — not quite with it, a few ants shy of a picnic.

Arkansas credit card — a length of hose used as a siphon.

PEOPLE

Royal Rift? The Palace Can't Stop the Gossip

Britain's tabloids won't let the royals go, and a Buckingham Palace statement has only intensified the press frenzy over the marriage of Prince Charles and Princess Diana. The statement, issued after Diana's return from her trip to South Korea, where royal-watchers noted she kept her distance from her husband, denied reports she had fallen out with her in-laws, Queen Elizabeth II and Prince Philip. But it also noted that the queen and her husband had both been "supportive and sympathetic," and the tabloids want to know over what. One newspaper said that a new portrait of the queen, showing her looking all of her 66 years, was really a "Portrait of a Worried Mum" agonized over her children's failures at marriage.

Rock star Axl Rose was found guilty of property damage and assault during an aborted Guns N' Roses concert last year in Clayton, Missouri, that escalated into a riot. He was given two years' probation and ordered to pay \$50,000 in donations to local social services.

Hilary Clinton, the wife of President-elect Bill Clinton, heads the list of "Glamour" magazine's top 10 women of the year.

Elton John is launching his own AIDS charity, the Elton John AIDS Foundation, for research into the causes and transmission of the disease. The foundation will be funded by royalties from his records, charity events and donations.

Paul Newman is using his clout — as the guy on the label of his line of salad dressings and popcorn. Newman has recently got out of a traffic ticket because the policeman "finally made a connection between the name and the face" — not on a marquee, but on a bag. He said the officer "did this kind of ritual dance around the car," then told him, "Wait! I tell my wife. Go ahead — take off. My God, we eat your popcorn every night."

International Classified Appears on Pages 6, 7 & 8

Table of stock market data including Dow Jones, S&P 500, and various sector indices.

WEATHER

Weather forecast for Thursday through Saturday across various regions including Europe, Asia, North America, and Latin America.

CROSSWORD

Crossword puzzle grid with clues for Across and Down words.

ACROSS

- 1 E. Power... noted organist
6 Watering places
10 Musical finale
14 Accustom
15 Jai
16 Viva-voce
17 Liu
18 Stabled belle
19 Brocaded fabric
20 Med. center
21 "appetit!"

DOWN

- 22 Cheer
24 Spiegel film that won eight Oscars
27 Moola, in Méliès
30 Squeal
31 French king
32 Caribbean attitude
35 Shoot for grafting
36 Spiegel movie about a producer

SELLING OUR SECURITY: The Erosion of America's Assets

By Martin and Susan J. Tolchin. 427 pages. \$25. Knopf. Reviewed by Frank Gibney

temporary lure of foreign investments and the illusion that strategic industries or technology doesn't really matter, as long as you can buy what you need somewhere in the world, at the moment.

BOOKS

ations to the point where much of the United States's leading technology in the Gulf War, for example, was dependent on foreign suppliers.

BEST SELLERS

- 1 THE TAIL OF THE BODY
2 THE STARS SHINE DOWN, by Sydney Sheldon
3 DRIVING FORCE, by Dick Francis
4 MOSTLY HARMLESS, by Douglas Adams

Advertisement for AT&T USA Direct Service, featuring a large image of a clock and the slogan 'Now good news can travel even faster.'

Advertisement for AT&T USA Direct Service, listing international access numbers for various countries and providing contact information.

Vertical advertisement on the right edge of the page, partially cut off, mentioning 'Change. You But He Wo Be Hurried' and 'Japan's'.